

tirpude

INSTITUTE OF MANAGEMENT EDUCATION

(An Autonomous Institute affiliated to Rashtrasant Tukadoji Maharaj Nagpur University, Nagpur)
1, Balasaheb Tirpude Marg, Civil Lines, Sadar, Nagpur

Academic Regulation No. 7 of 2026

REGULATION GOVERNING RULES FOR ADMISSIONS AND EXAMINATIONS LEADING TO THE AWARD OF DEGREE OF MASTER OF BUSINESS ADMINISTRATION AS PER THE GUIDELINES PROVIDED UNDER NATIONAL EDUCATION POLICY 2020

Whereas, Tirpude Institute of Management Education, Nagpur, formerly known as Department of Management Studies and Research, Tirpude College of Social Work which came into existence vide Maharashtra Government Approval Letter No. NGC/ 3594/MBA/7459/MaShi dated 11 May 1994.

And

Whereas, Tirpude Institute of Management Education, Nagpur has been conferred Autonomy by The University Grants Commission through its letter number F.2-1/2023(AC-Policy) dated 9th September 2024.

And

Whereas, on having granted the Autonomous status, the duly constituted Board of Studies in Business Studies has prepared and approved a Teaching and Examination Scheme for MBA program in its meeting held on 19th November 2024 & 17th June 2025 and recommended for consideration and approval to the Academic Council of the Institute.

And

Whereas, the duly constituted Academic Council of the Institute approved the Teaching and Examination scheme for MBA Program along with Draft Academic Regulations governing provisions for admissions, teaching, examinations and other relevant matters and recommended to the Governing Body of the Institute for consideration and approval in its meeting held on 8th November 2025.

And

Whereas, the duly constituted Governing Body of the Institute considered and approved the Academic Regulations recommended by the Academic Council in its meeting held on 20th November 2025.

And

Whereas, the duly constituted Board of Studies in Business Studies has suggested some changes in the program framework and curriculum in its meeting held on 15th June 2026 which were approved by the Academic Council in its meeting held on 20.07.2026.

And

Whereas, it has become necessary to make necessary changes in the Academic Regulation No. 7 of 2025 and issue the new academic regulation for rules governing admissions and examination and other relevant matters leading to the award of degree of Master of Business Administration, these Academic Regulations are issued and shall be effective from the date of its issuance.

1. This regulation shall be called "RULES GOVERNING ADMISSIONS AND EXAMINATIONS LEADING TO THE AWARD OF DEGREE OF MASTER OF BUSINESS ADMINISTRATION, REGULATION, 2026".
2. This Regulation shall come into force from the date of its issuance and shall be applicable to all the students admitted to first year in academic session 2026-27 in MBA and shall govern all the students enrolled for MBA program at the institute since 2024-25.
3. With issuance of this academic regulation, the academic regulation 07 of 2025 shall stand repealed.
4. In this Regulation unless the context requires otherwise: -
 - a. "Academic Council" means academic council constituted by the institute as per provisions of UGC Regulations, 2023 and responsible to scrutinize and approve the proposals with or without modification of the Boards of Studies with regard to courses of study, academic regulations, curricula, syllabi and modifications thereof, instructional and evaluation arrangements, methods, procedures relevant thereto etc. for the conduct of all the programs in the college.
 - b. "Board of Studies" means the Board of Studies constituted by the institute as per provisions of UGC Regulations, 2023 and responsible for drafting syllabus and question paper pattern of various courses required for different UG and PG programmes.
 - c. "Student" means a student admitted to the MBA program under this Regulation.
 - d. "Program" means the Master of Business Administration program under this Regulation.
 - e. "Course" means a theory, practical (or the combination of theory and practical) subject, and research project, prescribed for any trimester and carrying maximum and minimum passing marks, which a student, admitted to the Master Degree of Business Administration program, governed by this Regulation, must study to become eligible for the award of the Degree under this Regulation.
 - f. "Credit" means the unit by which the course work is measured. It is measured as 15 hours of teaching per credit for each theory course and 30 hours of teaching for each practical course.
 - g. "Grade Point" is the weight allotted to each grade letter depending on the marks awarded in a course/paper.
 - h. "Grade Letter" is an index to indicate the performance of a student in a particular course/paper. It is the transformation of actual marks secured by a student in a course/paper. It is indicated by a Grade letter O,A,B,C,D,E and F. There is a range of marks for each Grade.
 - i. "Credit Point" (CP) is the value obtained by multiplying the Grade Point by the Credit i.e. No. of Credits assigned for the course x Grade Points secured for that course.
 - j. "Trimester Grade Point Average (TGPA)" indicates the performance of a student in a given trimester. It is based on the total credit points earned by the student in all the courses and the total number of credits assigned to the courses/papers in a Trimester.

- k. "Cumulative Grade Point Average (CGPA)" CGPA refers to the Cumulative Grade Point Average weighted across all the trimesters. It is obtained by dividing total number of credit points in all the trimesters by the total number of credits in all the trimesters.
- l. "Degree" means the degree of Master of Business Administration.
- m. "Entrance Exam means "MAH MBA/MMS-CET" conducted by the State CET Cell, Government of Maharashtra, or any other entrance examination conducted for admission to MBA program approved by State CET Cell, Admission Regulatory Authority, Directorate of Technical Education, Maharashtra State from time to time for the purpose of admission to MBA program.
- n. "MOOCs" means the Massive Online Open Courses offered on SWAYAM, NPTEL, Department of Life Long Learning of RTMNU or any other such portals like Udemy, Edex, CourseEra etc. provided that the course completion certificate issued by all such platforms clearly mentions number of instructional hours required to complete the course and number of credits for the course.
- o. "ATKT" means "Allowed To Keep Term" in the higher semester, as per the rules herein.
- p. "University" means parent or affiliating university- Rashtrasant Tukadoji Maharaj Nagpur University, Nagpur.

5. Duration of the program

Sr. No.	PG Diploma/PG Degree	Min. Duration
1	Post Graduation Diploma in Business Administration	01 Years
2	Master Degree in Business Administration (MBA)	02 Years*

**A student is required to complete her/his Master of Business Administration Program in maximum FIVE academic years from the year of his admission to First Year of the program failing which she/he will be declared as Not Fit for the Course (NCF) and shall not be allowed to continue the program.*

Each year of study is divided into three trimesters. Accordingly, the first year will consist of trimester I, trimester II and trimester III and the second year will consist of trimester IV, trimester V and trimester VI. Each trimester shall have a minimum 60 days of teaching before the commencement of end semester examination.

6. Programme Code: MCM MBA

7. Mode of Conduct: Regular Full Time.

8. Details of eligibility for Admission in MBA First Year

A) For admission into MBA First Year, students shall have passed the Graduation from any university with English at Higher or Lower level with any combination of optional subjects in any stream. The minimum percentage of marks of such students in graduation must be minimum 50% for general category students and minimum 45% for students belonging to backward categories.

AND

B) Secured non zero score in Common Aptitude Test conducted by Indian Institute of Management (IIMs), Common Management Aptitude Test (CMAT) conducted by All India Council for Technical Education or through Common Entrance Test (CET) conducted by State CET Cell, Government of Maharashtra or any other entrance examination conducted by competent authority approved by the State CET Cell, Admission Regulatory Authority, and Directorate of Technical Education, Government of Maharashtra and fulfilling the eligibility conditions as prescribed by the Rashtrasant Tukadoji Maharaj Nagpur University shall only be admitted to this program.

9. Provision for Admission through Lateral Entry and Direct Second Year Admission in MBA Program :

Admissions into direct Second Year of MBA programme shall be as per the eligibility rules laid down by State CET Cell, Government of Maharashtra and RTM Nagpur University from time to time.

In addition to the fulfillment of conditions by State CET Cell, Govt of Maharashtra for direct admission into second year of MBA Program, a student will have to complete the bridge course of 45 hours, that includes 15 hours each for any two among four courses Foundations of Marketing Management, Foundations of Financial Management, Foundations of Human Resource Management, Foundations of Business Analytics and 15 hours of the course of Strategic Analysis for Competitive Advantage - I. The entire bridge course will be of 45 hours equivalent to 03 credits.

The assessment of the bridge courses will be divided into only one component namely End Semester Examination having minimum 50% passing. The end semester examination will be MCQ based.

Final Marksheet:

1. CGPA of the candidates admitted through direct entry to second year of MBA shall be calculated on the basis of result of IV, V and VI trimester only.
2. The number of credits earned by such candidates during the fourth year of their graduation shall be considered equivalent to the number of credits of 1st year of MBA program under this regulation.

Provision for admission into Second Year of MBA Program from previous academic regulation (Admission of previously DC students into second year of current regulation):

Any ex-student of the institute who was earlier admitted into this institute under previous academic regulation of the institute (Academic Regulation no. 07 of 2025) and was declared Discontinued and subsequently became eligible for promoting into second year by securing the minimum passing criteria, will be absorbed into second year of MBA under this regulation by following means-

- i. All such students will have to fill the exam form as Ex-Student for any back log of the courses of first year and pass them in the stipulated time period prescribed in the previous regulation.
- ii. All such students will have to match up with the total credits of the first year as per previous regulations and current regulation.
- iii. In case of shortfall in credits as per current regulations, the students will have to fill the exam form and pass additional courses by the means of equivalence of courses. The equivalence will be considered only for major courses. There shall not be any requirement of equivalence for elective courses.

iv. The equivalence of courses is provided as under-

Sr. No.	Trimester as per current regulation	Name of Course	Trimester as per previous regulation of the institute (07 of 2025)	Name of the Course	Equivalence to be considered or not
1	I	Management for Emerging Leaders	I	Management Essentials	Yes
2	I	Managerial Economics	I	Gateway to Economics	Yes
3	I	Legal Aspects of Business	I	Business Law	Yes
4	I	Statistical Methods for Business	I	Basic Statistics	Yes
5	I	Basics of MS Excel	I	Basics of Computer	Yes
6	I	Elementary Business Research	I	Business Research	Yes
7	I	A/c Beginners Level- Accounting for Managers A/C Intermediary - Financial Reporting and Analysis	I	A/c Beginners Level- Accounting Processes for Business A/C Intermediary - Financial Reporting Statement and Analysis	Yes
8	I	English Beginners Level - Foundations of English English Intermediate Level - Comprehensive Communication A	I	English Beginners Level - Foundations of English English Intermediate Level - Comprehensive Communication A	Yes

9	II	Foundations of Marketing Management	II	Foundations of Marketing Management	Yes
10	II	Foundations of Financial Management	II	Foundations of Financial Management	Yes
11	II	Foundations of Human Resource Management	II	Foundations of Human Resource Management	Yes
12	II	Foundations of Business Analytics	II	Foundations of Business Analytics	No
13	II	International Trade	II	International Trade Concepts	Yes
14	II	Organisational Behaviour	II	Organisational Behaviour	Yes
15	II	Cost Accounting	II	Cost Accounting	Yes
16	III	Business Research Methods & Report Writing	I	Elementary Business Research	Yes
17	III	Strategic Analysis for Competitive Advantage -I	III	Strategic Analysis for Competitive Advantage	No
18	III	Environment Sustainability and Governance	III	Environment Sustainability and Governance	Yes
19	III	Organisational Communication	III	Comprehensive Communication	Yes
20	III	Wealth Management	III	Income Tax	Yes
21	III	Advanced Excel	III	Data Management using Excel	Yes

10. Program Outcomes

POs	Graduate Attribute	Outcome
PO 1	Problem Solving Ability	The graduate will be able to identify business problems, analyze their causes, and formulate effective solutions using appropriate managerial tools and techniques.
PO 2	Analytical and Decision-Making Skills	The graduate will be able to evaluate complex business situations, interpret data systematically, and make sound, evidence-based managerial decisions.
PO 3	Entrepreneurship and Innovation	The graduate will be able to demonstrate entrepreneurial thinking, design innovative business ideas, and implement creative strategies for value creation and growth.
PO 4	Effective Communication	The graduate will be able to articulate ideas clearly, present information persuasively, and interact effectively with diverse audiences in professional settings.
PO5	Cooperation and Teamwork	The graduate will be able to collaborate with individuals and groups, contribute to collective goals, and demonstrate leadership and interpersonal effectiveness in team environments.
PO 6	Ethics and Social Responsibility	The graduate will be able to apply ethical principles, recognize social and environmental implications of business actions, and uphold integrity in professional conduct.
PO 7	Lifelong learning and Adaptability	The graduate will be able to pursue self-directed learning, adapt to dynamic business environments, and upgrade skills continuously to remain professionally relevant.
PO 8	Community Wellbeing	The graduate will be able to contribute to community development, promote inclusive growth, and participate in socially responsible initiatives for the common good.

11. Assessment and Evaluation

- In order to become eligible for the End Semester Examination (ESE) of any of the trimester, the student must have secured minimum 75% attendance in the said trimester.
- In case of a shortfall in the minimum attendance requirement, the student will have to compulsorily undergo compensatory classes (remedial classes) and match up to the attendance criteria for becoming eligible for the end semester examination. In such cases, the student will have to register for the compensatory classes (remedial classes) by paying Rs. 2000/- per course in which the attendance is not 75%. However, the institute shall have the rights to consider any exemption (either in attendance or compensatory classes or required fees thereon) in order to allow students for end semester examination.
- The End Semester written/ practical examination of all the courses shall be conducted by the institute.
- Assessment of a student's performance shall be held as per the evaluation methods specified in the respective course descriptor having a bifurcation of Continuous Assessment (CA) and End Semester Examination (ESE).
- The mechanism for Continuous Assessment will be at the sole discretion of the course faculty who will have to design and conduct assessment of the course using various means like MCQ test, written assignment, class test, presentations, role play, case analysis, field visit or any method

deemed fit for the assessment of the course. The details of such assessment and evaluation shall be clearly mentioned in the course descriptor of the said course.

- Marks for Continuous Assessment, awarded on the basis of MCQ test, class tests, assignment etc. as prescribed above by the faculty in the respective course and moderated by the Principal/Dean shall be notified to the students at least 5 days before the commencement of the End Semester Examination.
- Unless contradictory to the provisions of this academic regulation, all provisions related to conduct of examination and evaluation of students shall be effected as mentioned in a separate regulation titled 'Regulation Governing Norms and Procedures related to examination and evaluation' issued by the competent authority.

12. Standard of Passing

The scope of the subject, percentage of passing in End Session Examination, Continuous Assessment, Internships, Project and Personal Profile Development (Exit Seminar) will be governed as per following rules:

- (i) In order to pass the Master of Business Administration 1st, 2nd, 3rd, 4th, 5th, and 6th, Trimester Examinations, an examinee shall obtain not less than 50 % marks in each course either theory or practical, taking CA & ESE together.
- (ii) An examinee who is unsuccessful at the examination shall be eligible for admission to the subsequent examinations on payment of a fresh fee prescribed for the examination together with the conditions laid down by the regulations issued by the office of controller of examination.

- 13. Discontinuation of Course(s):** In case, any course(s) prescribed in the scheme of teaching and examination mentioned in this regulation is discontinued by the competent authority, the Institute shall continue to conduct examinations for THREE attempts and failure students shall clear the course(s) in such THREE attempts. After that, the failing students shall be required to pursue the course(s) replacing such course(s) by seeking provisional admission by paying a fee of Rs. 2000 per course.

14. Provision for Transfer of Credits

The MBA program offered under this regulation provides enhanced academic flexibility to students in terms of selecting the courses they want to learn. A student can opt for any course from any statutory/recognized University or a MOOCs from either SWAYAM/NPTEL or Department of Life Long Learning, RTMNU or any other institutes affiliated to Department of Life Long Learning, RTMNU or any other online platform in lieu of a course other than Major/ Core courses, Summer Internship, Final Project and Personal Profile Development, provided that the course completion certificate issued by such online platforms clearly mentions number of instructional hours and credits for the course.

The mechanism for transfer of credits earned through these courses to be adhered is mentioned here:

- a. Every student is mandatorily required to create an ID on Academic Bank of Credits (ABC) and shall submit her/his ID to the college.
- b. A student cannot opt out of any course/ courses mentioned as Major/ Core courses, Summer Internship, Final Project and Personal Profile Development.
- c. If a student is willing to opt out of any course, other than Major/ Core courses, Summer Internship, Final Project and Personal Profile Development, he/she will have to mention this while submitting the examination form to the evaluation cell for respective trimester.

- d. A certificate of completion of such an MOOCs/Online course shall be submitted by the student to the Evaluation Cell before the commencement of the end semester examination.
- e. Such a certificate shall mandatorily have the number of credits or duration of the course **and** grades/marks obtained by the student and shall preferably have a QR code for verification.
- f. The college shall accept the grades and marks obtained by the student along with continuous assessment marks for the concerned examination.
- g. If a student has opted for MOOCs/Online course in a particular trimester and failed to submit the certificate within prescribed time, the student will be marked for 'Absent' for a particular course in that examination. Such a student will be required to fill in the examination form in the consecutive attempt and submit the passing certificate in order to get his/her corrected result.
- h. **Normalization of Marks:** There is a possibility that the composition of marks for ODL/ONLINE courses may deviate from the composition of marks under this scheme of examination. In such a case the total marks (Proctored Examination + Assignments) obtained by a student in ODL/ONLINE course shall be proportionately converted by taking a basis of total maximum marks prescribed in this Scheme of Examination and such normalized marks be split (Theory, Practical and CIE) in the proportion as prescribed under this scheme of examination.

Normalization Formula:

$$\text{Proportionate Marks} = \frac{\text{Marks obtained in Online/ODL course}}{\text{Max. Marks of Online/ ODL course}} \times \text{Max. Marks under this Scheme}$$

Example:

Case	Marks under this Scheme of Examination				Marks under ODL/Online Scheme			Marks Obtained by Student		
	Max. Marks SEE (TH) *	Max Marks SEE (PR)	Max. Marks (CIE)	Total Marks	Max. Marks Proctored Examination (SEE)	Max. Marks Assignments (CIE)	Total Marks	Proctored Examination	Assignment	Total
A	60	--	40	100	75	25	100	46	20	66*
B	--	50	50	100	75	25	100	46	20	66*
C	--	--	100	100	75	25	100	46	20	66*

*while converting, marks will be rounded off to the next integer if fraction is ≥ 0.5

Normalization of Total Marks:

$$\text{Proportionate Marks} = \frac{46+20}{100} \times 100$$

= 66 Marks

Distribution of normalized marks as prescribed by this Scheme of Examination

Case	Total Normalized Marks	Composition of Marks prescribed as per this Scheme of Examination				Proportionate Distribution of Marks as per this Scheme of Examination			
		Max. Marks SEE (TH) *	Max Marks SEE (PR)	Max. Marks (CIE)	Total Marks	Marks Obtained SEE (TH) *	Marks Obtained SEE (PR)	Marks Obtained (CIE)	Total Marks Obtained
A	66	60	--	40	100	40	--	26	66
B	66	--	50	50	100	--	33	33	66
C	66	--	--	100	100	--	--	66	66

- i. If a student has opted for an ODL/Online course in a particular semester and failed to obtain minimum passing marks as per this scheme of examination, the student shall be declared 'Failed' in that particular course. Such a student will be required to fill in the examination form in the consecutive attempt and submit the passing certificate in order to get his/her corrected result.
- j. If a student has opted for an ODL/Online course in a particular semester and failed to submit the course completion certificate within prescribed time for whatsoever reason, then the result of a student for that semester shall be 'WITHELD' until he/she submits the course completion certificate with marks/grades to the university through college.

15. Promotion to higher trimesters (Rules for ATKT)

Sr. No.	Trimester	Eligibility for admission and appearing End Session Examination
1	Trimester I	Candidates should have passed the qualifying examination as per the relevant Academic Regulations/ Direction governing the programme.
2	Trimester II	Candidate should have filled exam form and appeared in the End Session Examination of Trimester I
3	Trimester III	Candidate should have filled exam form and appeared in the End Session Examination of Trimester I and Trimester II
4	Trimester IV	Candidate should have passed all the courses of Trimester I and Trimester II and minimum 50% courses of Trimester III (Minimum 3 Courses of Trimester III)
5	Trimester V	Candidate should have filled exam form and appeared in the End Session Examination of Trimester IV
6	Trimester VI	Candidate should have filled exam form and appeared in the End Session Examination of Trimester V

16. Summer Internship, Winter Internship, Research Project Work and Exit Seminar:

Summer Internship, Project Work and Exit Seminar will be compulsory for each student appearing respectively in Trimester IV and Trimester VI Examinations. Winter Internship is optional for the students and its evaluation will be done in Trimester V.

Summer Internship Project – Each student mandatorily has to undergo Summer Internship Project (SIP) of 60-75 days in the relevant field of management or the specialisation subjects. The SIP will commence after the end session examination of Trimester III. The SIP will be considered as a separate course having 6 credits and will be evaluated along with the end session examination of Trimester IV.

Winter Internship Project (Optional) – Each student can opt for a Winter Internship Project (WIP) of 30-45 days in MBA trimester V. The Winter Internship Project will be a separate course having 4 credits. The evaluation of the winter internship project will be done along with the end semester examination of MBA trimester V. However, a student can either opt for 2 skill-based elective courses to be taught in the institute or any courses using MOOCs/ODL in lieu of the Winter Internship Project.

(i) Summer Internship (Trimester IV) shall carry **100 marks** as follows

Heads of Passing	Marks
Internship Project Report Evaluation and Viva Voce by External Examiner/ Subject Expert (Appointed by BoS Concerned)	50
Internship Project Report Evaluation and Viva Voce by Internal Examiner	50
Total	100

(ii) Winter Internship (Trimester V) shall carry **200 marks** as follows

Heads of Passing	Marks
Winter Internship Project Report Evaluation and Viva Voce by External Examiner/ Subject Expert (Appointed by BoS Concerned)	100
Winter Internship Project Report Evaluation and Viva Voce by Internal Examiner	100
Total	200

(iii) Research Project Work and viva voce is separate course having 6 credits and will be evaluated during/ end of end semester exam of trimester VI. The Research Project Work and Viva voce will carry **100 marks** as follows

Heads of Passing	Marks
Research Project Report Evaluation and Viva Voce by External Examiner/ Subject Expert (Appointed by BoS Concerned)	50
Research Project Report Evaluation and Viva Voce by Internal Examiner	50
Total	100

(iv) Personal Profile Development (Exit Seminar) is a separate course having 3 credits and will be evaluated during/ end of end semester examination of trimester VI. Personal Profile Development (Exit Seminar) will carry **100 marks** as follows-

Heads of Passing	Marks
Viva Voce and Open Defence on Personal Profile Development or Exit Seminar by External Examiner	100

- (v) Separate Rubrics are enclosed as annexures for the evaluation of Summer Internship Project, Winter Internship Project (Optional), Research Project Work and Personal Profile Development (Exit Seminar).
- (vi) For Summer Internship Project, Winter Internship Project and Research Project Work and Personal Profile Development (Exit Seminar) a batch of Maximum TWENTY students per guide/supervisor have to be allotted by the institute. The Guide/Supervisor shall act as an Internal Examiner.
- (vii) The guide/ supervisor shall be appointed by the institute and should be teaching in the MBA Programme with minimum qualifications as prescribed by AICTE for Assistant Professor. However, if needed, a person from industry may be appointed as a supervisor subject to approval from concerned BoS and Dean – PG Programs.
- (viii) The External Examiner for evaluation of Summer Internship Project, Winter Internship Project (Optional), Research Project Work and Personal Profile Development (Exit Seminar) shall be appointed from the list of full-time teaching faculty of the MBA program of any other college/ university or an expert from the industry.
- (ix) Each such External Examiner shall examine a maximum of TWENTY students in an examination.
- (x) Two hard copies of each of Summer Internship Report, Winter Internship Report (optional) and Research Project Work Report (Printed and hard bound and duly signed by the Supervisor/ Guide) shall be submitted by the students to the programme coordinator at least 15 days before commencement of end semester examination of that trimester in which the examinations of these courses are to be conducted. These reports shall be used for evaluation purposes. The college shall retain one copy of above-mentioned reports for evaluation and the list of project titles of Summer Internship Project, Winter Internship Project and Research Project Work of all students in the records for future.
- (xi) A Candidate shall submit with her/his project report, a certificate from the Supervisor to the effect:-
- That the candidate has satisfactorily completed the Project Work for not less than the prescribed number of hours mentioned in this regulation.
 - That the Project work is the result of the candidate's own work and is of sufficiently high standard to warrant its presentation for examination.
 - The candidate shall submit his declaration that the Project is the result of his own research work and the same has not been previously submitted for any examination of this University or any other University. The Project shall be liable to be rejected and /or cancelled if found otherwise.
 - The Internship and Project work shall be evaluated through Seminar and Viva-voce at the college by internal examiner and external examiners appointed by examination controller of the college within 10 days of the completion of End Semester Examination of respective trimester in which the course is being evaluated.
 - The Exit Seminar Presentation and Open Defence shall be evaluated through Seminar, Presentation and Open Defence at the College by external examiners appointed by the controller of examination of the college within 10 days from the date of completion of end semester examination of trimester VI.
- (xii) **Personal Profile Development (Exit Seminar)**- Exit Seminar is a culmination and presentation of all the learning that has taken place in all six trimesters of the MBA program. The idea is to check the key learnings of a student manager and to map them with the program outcomes so as to assess the attainment of program outcomes. The Viva-Voce should be targeted at assessment of POs mentioned in the point number 6 of this academic regulation.

This will also present the student portfolio evaluation i.e. a systematic and organized collection of a student's work that exhibits the direct evidence of a student's efforts, achievements and progress over a period of MBA program including Theory Papers, SIP, Live Projects, MOOCs, etc.

(xiii) Evaluation of Exit Seminar:

- The individual presentation should ideally last for 15-20 minutes followed by an Open Defence Question-Answer session.
- The External Examiner shall be appointed by the institute and can evaluate Maximum 20 students.

17. If any question of interpretation of any clause arises for this Regulation and related appendices, the same shall be referred to the Director of the Institute whose decision in consultation with the Dean shall be final and binding on all concerned.

18. **Provision for Amendment:**

In case, any amendment is required to be made in provisions mentioned in this regulation, the same shall be recommended by the Board of Studies concerned and approved by the Academic Council and Governing Body of the Institute. A separate notification of amendment along with a revised regulation need to be issued by the competent authority.


Dr. Lalit Khullar

Director

Director

Tirpude Institute of Management Education
1, Balasaheb Tirpude Marg, Civil Lines, Sadar, Nagpur

Annexure I

Teaching and Examination Scheme for MBA Program

The teaching and examination scheme for students admitted to the MBA Program shall be as follows:

Trimester I

Sr. No.	Course Type	Course Name	Course Code	Instructional Hours		Max Mark ESE		Max Marks CA	Total Marks	Min Passing Marks	Credits
				Theory	Practical	Theory	Practical				
1	DSC	Management For Emerging Leaders	BS/MEL/001	60	--	50	--	50	100	50	4
2	DSC	Managerial Economics	EC/ME/001	45	--	50	--	50	100	50	3
3	DSC	Legal Aspects of Business	BS/LAB/001	45	--	50	--	50	100	50	3
4	DSC	Statistical Methods for Business	SS/SMB/001	45	--	50	--	50	100	50	3
5	DSC	Basics of MS Excel	IT/BC/001A		120	-	50	50	100	50	4
6	DSC	A/c Beginners Level- Accounting for Managers OR A/C Intermediary Level - Financial Reporting and Analysis	FA/ACM/001 OR FA/FRA/002	45	--	50	--	50	100	50	3
7	DSC	English Beginners Level - Foundations of English OR English Intermediate Level - Comprehensive Communication A	LG/FE/001A OR LG/CC/002A	60		50	-	50	100	50	4
Total				300	120	300	50	350	700	350	24

Trimester II

Sr. No.	Course Type	Course Name	Course Code	Instructional Hours		Max Mark ESE		Max Marks CA	Total Marks	Min Passing Marks	Credits
				Theory	Practical	Theory	Practical				
1	DSC	Foundations of Marketing Management	BS/FMM/001	30	--	50	--	50	100	50	2
2	DSC	Foundations of Financial Management	BS/FFM/001	30	--	50	--	50	100	50	2
3	DSC	Foundations of Human Resource Management	BS/FHR/001	30	--	50	--	50	100	50	2
4	DSC	Foundations of Business Analytics	DS/FBA/001	30	--	50	--	50	100	50	2
5	DSC	International Trade	EC/IT/001	45	--	50	--	50	100	50	3
6	DSC	Organisational Behaviour	BS/OB/002	30	--	50	--	50	100	50	2
7	DSC	Cost Accounting	FA/CA/002	45	--	50	--	50	100	50	3
Total				240	120	350	--	350	700	350	16

Trimester III

Sr. No.	Course Type	Course Name	Course Code	Instructional Hours		Max Mark ESE		Max Marks CA	Total Marks	Min Passing Marks	Credits
				Theory	Practical	Theory	Practical				
1	DSC	Business Research Methods & Report Writing	BS/BRW/001	45	--	50	--	50	100	50	3
2	DSC	Strategic Analysis for Competitive Advantage - I	BS/SAC/001	30	--	50	--	50	100	50	2
3	DSC	Environment Sustainability and Governance	BS/EG/001	30	--	50	--	50	100	50	2
4	DSC	Organisational Communication	LG/OC/001	30	--	50	--	50	100	50	2
5	DSC	Elective 1 from Basket A	See Basket A						100	50	2
6	DSC	Elective 2 from Basket A							100	50	
Total									600	300	13

List of Electives - Basket A

Sr. No.	Course Type	Course Name	Course Code	Instructional Hours		Max Mark ESE		Max Marks CA	Total Marks	Min Passing Marks	Credits
				Theory	Practical	Theory	Practical				
1	Elective	MM- Effective Selling Techniques	BS/ST/002	30	–	50	–	50	100	50	2
2	Elective	MM- Digital Marketing	BS/DM/001	30	–	50	–	50	100	50	2
3	Elective	FM- Wealth Management	FA/WM/002	30	–	50	–	50	100	50	2
4	Elective	FM- Goods & Services Tax	FA/IT/001	30	–	50	–	50	100	50	2
5	Elective	HR- Recruitment and Selection	BS/RAS/002	30	–	50	–	50	100	50	2
6	Elective	HR- Payroll Management	BS/PRM/002	30	–	50	–	50	100	50	2
7	Elective	BA- Data Visualization	DS/DV/002	30	30	–	50	50	100	50	2
8	Elective	BA- Advanced Excel	IT/AEX/002	30	30	–	50	50	100	50	2

Note: A student can opt for exit option at the end of first year by securing 53 credits and become eligible for award of Post Graduate Diploma in Business Administration

Trimester IV

Sr. No.	Course Type	Course Name	Course Code	Instructional Hours		Max Mark ESE		Max Marks CA	Total Marks	Min Passing Marks	Credits
				Theory	Practical	Theory	Practical				
1	DSC	Industry Readiness Exercise	BS/IDR/001	30	30	50	–	50	100	50	2
2	DSC	Strategic Analysis for Competitive Advantage - 2	BS/SAC/002	45	–	50	–	50	100	50	3
3	OJT	Summer Internship Viva Voce	SIP	–	180	–	100	–	100	50	6
4	DSC	Major compulsory course 1	See Basket B								3
5	DSC	Major compulsory course 2									3
6	DSE	Major elective course 1									2
7	DSE	Minor elective course 1									2
8	DSE	Minor elective course 2									2
Total											23

Basket B - List of Major Compulsory/Electives and Minor Electives courses

Specialisation Subject - Human Resource Management

Sr. No.	Course Type	Course Name	Course Code	Instructional Hours		Max Mark ESE		Max Marks CA	Total Marks	Min Passing Marks	Credits
				Theory	Practical	Theory	Practical				
1	Major DSC	Human Resource Planning	BS/HP/002	45	–	50	–	50	100	50	3
2	Major DSC	Performance and Compensation Management	BS/PCM/002	45	–	50	–	50	100	50	3
3	Major/ Minor - DSE	Labour Laws and Industrial Relations	BS/LLIR/001	30	–	50	–	50	100	50	2
4	Major/ Minor - DSE	Training & Development	BS/TD/002	30	–	50	–	50	100	50	2
5	Major/ Minor - DSE	Any online course(s) in the relevant domain from the list of courses prescribed by Board of Studies									

Specialisation Subject -Marketing Management

Sr. No.	Course Type	Course Name	Course Code	Instructional Hours		Max Mark ESE		Max Marks CA	Total Marks	Min Passing Marks	Credits
				Theory	Practical	Theory	Practical				
1	Major DSC	Sales & Distribution Management	BS/SD/002	45	–	50	–	50	100	50	3
2	Major DSC	Marketing of Services	BS/MS/002	45	–	50	–	50	100	50	3
3	Major/ Minor - DSE	Brand Management	BS/BM/002	30	–	50	–	50	100	50	2

4	Major/ Minor - DSE	Public Relations and Corporate Communication	BS/PR/002	30	–	50	–	50	100	50	2
5	Major/ Minor - DSE	Any online course(s) in the relevant domain from the list of courses prescribed by Board of Studies									

Specialisation Subject -Financial Management

Sr. No .	Course Type	Course Name	Course Code	Instructional Hours		Max Mark ESE		Max Marks CA	Total Marks	Min Passing Marks	Credits
				Theory	Practical	Theory	Practical				
1	Major DSC	Corporate Finance	FA/CF/002	45	–	50	–	50	100	50	3
2	Major DSC	Strategic Cost Management	FA/SCM/002	45	–	50	–	50	100	50	3
3	Major/ Minor - DSE	Financial Derivatives & Risk Management	FA/FD/002	30	–	50	–	50	100	50	2
4	Major/ Minor - DSE	Venture Capital and Private Equity	FA/VC/002	30	–	50	–	50	100	50	2
5	Major/ Minor - DSE	Any online course(s) in the relevant domain from the list of courses prescribed by Board of Studies									

Specialisation Subject -Business Analytics

Sr. No .	Course Type	Course Name	Course Code	Instructional Hours		Max Mark ESE		Max Marks CA	Total Marks	Min Passing Marks	Credits
				Theor y	Practical	Theory	Practical				
1	Major DSC	Data Mining	IT/DM/001A	45	–	50	–	50	100	50	3
2	Major DSC	Predictive Analytics	DS/PA/002A	45	–	50	–	50	100	50	3
3	Major/ Minor - DSE	Business Intelligence (Offline Mode)	DS/BI/003	30	30	–	50	50	100	50	2
4	Major/ Minor - DSE	Data Science using Python (Offline Mode)	DS/PY/002	30	–	50	–	50	100	50	2
5	Major/ Minor - DSE	Any online course(s) in the relevant domain from the list of courses prescribed by Board of Studies									

Trimester V

Sr. No.	Course Type	Course Name	Course Code	Instructional Hours		Max Mark ESE		Max Marks CA	Total Marks	Min Passing Marks	Credits
				Theory	Practical	Theory	Practical				
1	OJT	Winter Internship	Select two courses from Basket C 1	–	120	–	200	–	200	100	4
	OR	OR									
	Elective	Skill Course 1 & Skill Course 2		30 30	– –						
2	DSC	Elective Skill course 1 [Select from the basket C 2] OR MOOCs	See Basket C 2								2
3	DSC	Elective Skill course 2 [Select from the basket C 2] OR MOOCs									2
Total									400	200	08

Basket C 1 - List of Skill based Discipline Specific Core courses in lieu of Winter Internship

Sr. No.	Course Type	Course Name	Course Code	Instructional Hours		Max Mark ESE		Max Marks CA	Total Marks	Min Passing Marks	Credits
				Theory	Practical	Theory	Practical				
1	DSC	Trade Marketing	BS/TMG/002	30	–	–	–	100	100	50	2
2	DSC	Quantitative Human Resource Management	BS/QHR/002	30	–	–	–	100	100	50	2
3	DSC	Equity Research and Analysis	FA/ERA/002	30	–	–	–	100	100	50	2
4	DSC	Generative AI	DS/GA/001	30	–	–	–	100	100	50	2

Basket C 2 - List of Skill based elective courses

Sr. No.	Course Type	Course Name	Course Code	Instructional Hours		Max Mark ESE		Max Marks CA	Total Marks	Min Passing Marks	Credits
				Theory	Practical	Theory	Practical				
1	Elective	Presentation Skills	LG/PS/001	30	–	–	–	100	100	50	2
2	Elective	Management Case Analysis	BS/CA/001	30	–	–	–	100	100	50	2
3	Elective	Data Reporting with Dashboard	DS/DR/002	30	–	–	–	100	100	50	2

Trimester VI

Sr. No.	Course Type	Course Name	Course Code	Instructional Hours		Max Mark ESE		Max Marks CA	Total Marks	Min Passing Marks	Credits
				Theory	Practical	Theory	Practical				
1	DSC	Start Up and New Venture Management	BS/SU/001	30	–	50	–	50	100	50	2
2	RP	Research Project and Viva Voce		–	180	–	100		100	50	6
3	DSC	Personal Profile Development		–	90	–	100	–	100	50	3
4	DSC	Major compulsory course 3	See Basket D								3
5	DSE	Major elective course 2									2
6	DSE	Minor elective course 3									2
Total											18

Basket D - List of Major Compulsory/Electives and Minor Electives courses Specialisation Subject - Human Resource Management

Sr. No.	Course Type	Course Name	Course Code	Instructional Hours		Max Mark ESE		Max Marks CA	Total Marks	Min Passing Marks	Credits
				Theory	Practical	Theory	Practical				
1	Major DSC	Human Resource Information System	BS/IS/002	45	–	50	–	50	100	50	3
2	Major DSE	HR Analytics	BS/HA/002	30	–	50	–	50	100	50	2
3	Major/ Minor - DSE	Any online course(s) in the relevant domain from the list of courses prescribed by Board of Studies									

Specialisation Subject -Marketing Management

Sr. No.	Course Type	Course Name	Course Code	Instructional Hours		Max Mark ESE		Max Marks CA	Total Marks	Min Passing Marks	Credits
				Theory	Practical	Theory	Practical				
1	Major DSC	Performance Marketing	BS/PEM/001A	45	–	50	–	50	100	50	3
2	Major DSE	Retail Marketing	BS/RM/002	30	–	50	–	50	100	50	2
3	Major/ Minor - DSE	Any online course(s) in the relevant domain from the list of courses prescribed by Board of Studies									

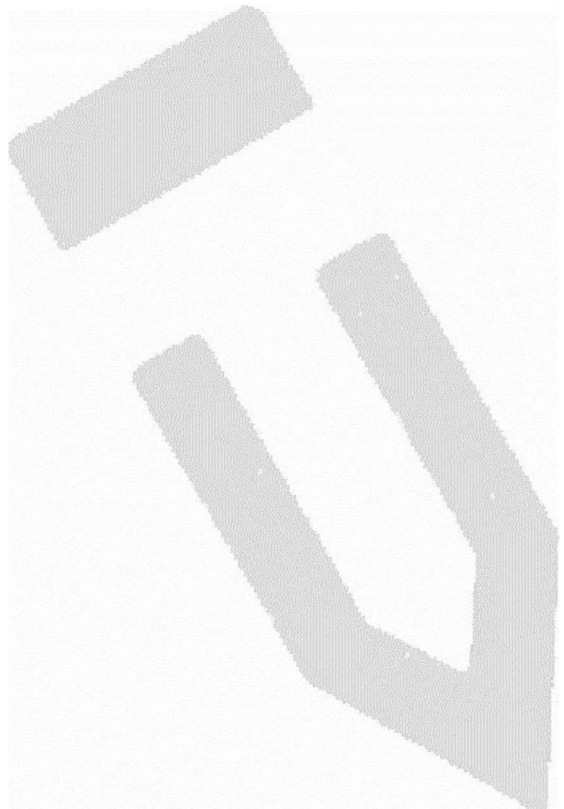
Specialisation Subject -Financial Management

Sr. No.	Course Type	Course Name	Course Code	Instructional Hours		Max Mark ESE		Max Marks CA	Total Marks	Min Passing Marks	Credits
				Theory	Practical	Theory	Practical				
1	Major DSC	Advanced Financial Management	FA/FM/003	45	–	50	–	50	100	50	3
2	Major DSE	Investment Analysis & Portfolio Management (Offline Mode)	FA/PM/002	30	–	50	–	50	100	50	2

3	Major/ Minor - DSE	Any online course(s) in the relevant domain from the list of courses prescribed by Board of Studies									
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Specialisation Subject -Business Analytics

Sr. No .	Course Type	Course Name	Course Code	Instructional Hours		Max Mark ESE		Max Marks CA	Total Marks	Min Passing Marks	Credits
				Theor y	Practical	Theory	Practical				
1	Major DSC	Decision Sciences	DS/DS/003	45	–	50	–	50	100	50	3
2	Major DSE	Web and Social Media Analytics	DS/WS/002	30	–	50	–	50	100	50	2
3	Major/ Minor - DSE	Any online course(s) in the relevant domain from the list of courses prescribed by Board of Studies									



List of Courses - Bridge Course to be offered to the students admitted directly into second year of MBA program through Lateral Entry option

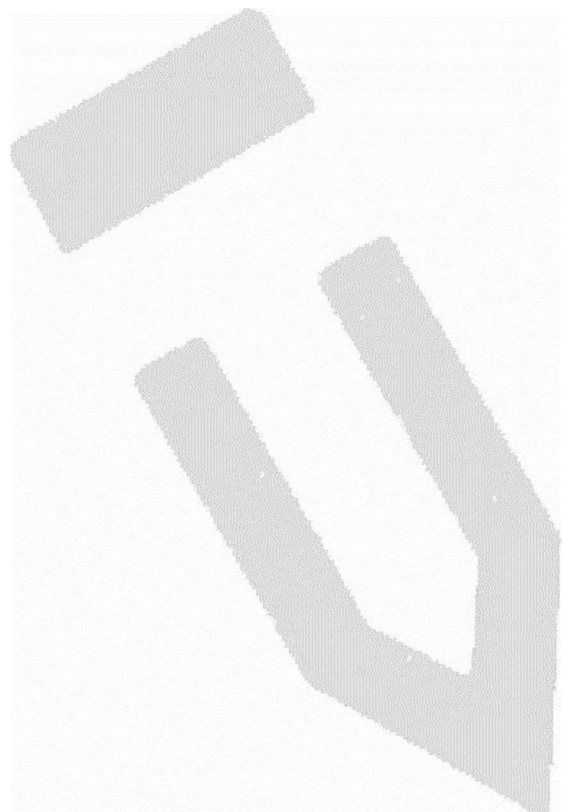
Sr. No	Bridge Courses for lateral entry in second year for Students belonging from Non Commerce Background	Trimester	Category	Course Code	Credits
1	Foundations of MM/FM/HR/BA (depending on major selected by student)	Trimester 4,5 & 6	Major	BS/FMM/001, BS/FHR/001, FA/FFM/001, DS/FBA/001	2
2	Strategic Analysis for Competitive Advantage 1		Major	BS/SAC/001	2
3	Accounting for Managers		Major	FA/ACM/001	3
	*** Student will have to complete an internship (part time/ online) before the end of trimester 4				
Sr. No	Bridge Courses for lateral entry in second year for students belonging to Commerce Background	Trimester	Category	Course Code	Credits
1	Foundations of MM/FM/HR/BA (depending on major selected by student)	Trimester 4,5 & 6	Major	BS/FMM/001, BS/FHR/001, FA/FFM/001, DS/FBA/001	2
2	Strategic Analysis for Competitive Advantage 1		Major	BS/SAC/001	2
3	Cost Accounting		Major	FA/CA/001	3
	*** Student will have to complete an internship (part time/ online) before the end of trimester 4				

Annexure 02

Evaluation Rubric for Summer Internship project (100 marks) and Winter Internship Project (200 Marks)

Criteria	Sub-Criteria	Marks for SIP	Marks for WIP	Scale for Assessment
1. Company and Industry Profile (10)	Clarity, relevance, and understanding of company operations and industry context	10	20	Excellent (10–9), Good (8–7), Average (6–5), Poor (4–3), Unsatisfactory (2–0)
2. Introduction of the Topic (15)	Relevance of topic to specialization	5	10	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
	Conceptual background and rationale for topic selection	5	10	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
	Clarity and scope definition of the topic	5	10	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
3. Objectives of the Study (10)	Specific, measurable, and relevant objectives	5	10	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
	Alignment of objectives with internship activities	5	10	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
4. Data Collection and Analysis (Optional) (15)	Appropriateness of data and sources used	5	10	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
	Application of analytical tools or methods	5	10	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
	Quality of findings and interpretation	5	10	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
5. Functional Learnings (20)	Understanding and application of domain knowledge (marketing, finance, HR, operations, etc.)	10	20	Excellent (10–9), Good (8–7), Average (6–5), Poor (4–3), Unsatisfactory (2–0)
	Linking academic concepts with practical exposure	10	20	Excellent (10–9), Good (8–7), Average (6–5), Poor (4–3), Unsatisfactory (2–0)
6. Behavioural Learnings (20)	Professional attitude, ethics, and discipline	7	14	Excellent (7), Good (6), Average (5), Poor (4), Unsatisfactory (3–0)
	Communication and interpersonal skills	7	14	Excellent (7), Good (6), Average (5), Poor (4), Unsatisfactory (3–0)

Criteria	Sub-Criteria	Marks for SIP	Marks for WIP	Scale for Assessment
	Adaptability, teamwork, and problem-solving approach	6	12	Excellent (6), Good (5), Average (4), Poor (3), Unsatisfactory (2–0)
7. Presentation and Viva Voce (10)	Structure and coherence of report presentation	5	10	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
	Clarity of understanding, confidence, and responses	5	10	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
Total		100	200	

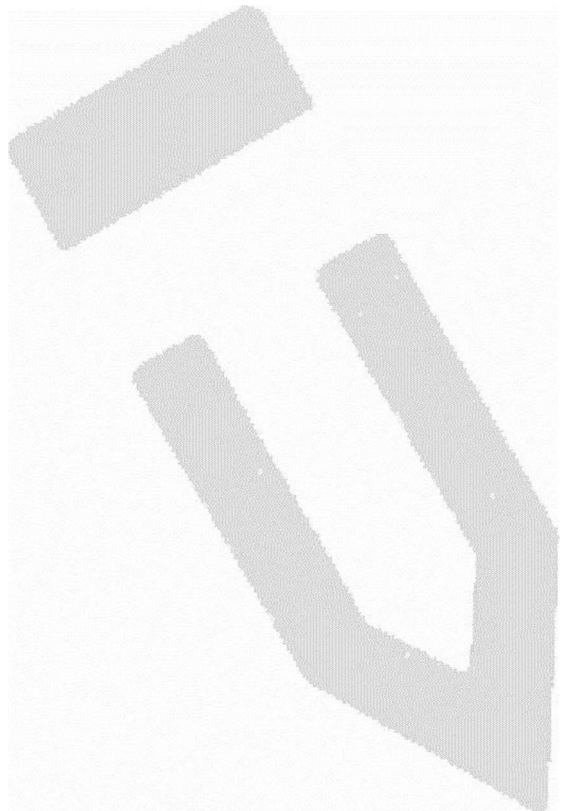


Annexure 03

Research Project Evaluation Rubric (Total: 100 Marks)

Parameter	Sub-Criteria	Marks	Scale for Assessment
1. Research Design and Planning (20 Marks)	Selection and relevance of research topic to specialization	5	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
	Clarity of research problem, objectives, and hypotheses	5	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
	Review of literature and theoretical framework	5	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
	Research design and planning (sampling method, timeline, limitations)	5	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
2. Data Collection and Analysis (25 Marks)	Relevance and adequacy of data collected (primary/secondary)	10	Excellent (10–9), Good (8–7), Average (6–5), Poor (4–3), Unsatisfactory (2–0)
	Application of analytical tools and techniques (quantitative or qualitative)	10	Excellent (10–9), Good (8–7), Average (6–5), Poor (4–3), Unsatisfactory (2–0)
	Validity, interpretation, and accuracy of analysis	5	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
3. Findings, Discussion, and Conclusions (25 Marks)	Clarity and relevance of findings to research objectives	10	Excellent (10–9), Good (8–7), Average (6–5), Poor (4–3), Unsatisfactory (2–0)
	Critical discussion, interpretation, and managerial implications	10	Excellent (10–9), Good (8–7), Average (6–5), Poor (4–3), Unsatisfactory (2–0)
	Practical recommendations, limitations, and scope for future research	5	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
4. Report Presentation and Documentation (15 Marks)	Logical organization and structure of the report	5	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
	Writing clarity, formatting, referencing, and tabulation quality	5	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
	Print quality, binding, and visual presentation (charts, tables, graphs)	5	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)

Parameter	Sub-Criteria	Marks	Scale for Assessment
5. Presentation and Viva Voce (15 Marks)	Clarity of presentation and communication skills	5	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
	Depth of understanding and command over research topic	5	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
	Ability to answer questions confidently and logically	5	Excellent (5), Good (4), Average (3), Poor (2), Unsatisfactory (1)
Total		100	



Annexure 04

Exit Seminar Evaluation Rubric (Total: 100 Marks)

Program Outcome (PO)	Assessment Focus	Related Areas for Evaluation	Marks	Scale for Assessment
PO 1 – Problem Solving Ability	Identification and analysis of business problems; logical formulation of solutions using management tools and techniques	Application of concepts from core and elective courses to real-world issues	15	Excellent (15–13), Good (12–10), Average (9–7), Poor (6–4), Unsatisfactory (3–0)
PO 2 – Analytical and Decision-Making Skills	Systematic evaluation of data, sound reasoning, and decision justification	Analytical rigor demonstrated through internships (SIP/WIP), project work, or case studies	15	Excellent (15–13), Good (12–10), Average (9–7), Poor (6–4), Unsatisfactory (3–0)
PO 3 – Entrepreneurship and Innovation	Creativity in designing business ideas, use of innovative problem-solving approaches	Insights from specialization electives, MOOCs, or entrepreneurial initiatives	10	Excellent (10–9), Good (8–7), Average (6–5), Poor (4–3), Unsatisfactory (2–0)
PO 4 – Effective Communication	Clarity, coherence, and persuasiveness in presentation and viva performance	Quality of presentation content, articulation, non-verbal communication	10	Excellent (10–9), Good (8–7), Average (6–5), Poor (4–3), Unsatisfactory (2–0)
PO 5 – Cooperation and Teamwork	Demonstration of teamwork, leadership, and interpersonal skills through MBA engagements	Learning from events, clubs, group projects, and collaborative activities	10	Excellent (10–9), Good (8–7), Average (6–5), Poor (4–3), Unsatisfactory (2–0)
PO 6 – Ethics and Social Responsibility	Awareness and integration of ethical and sustainable practices in business solutions	Insights derived from projects, internships, or initiatives with social orientation	10	Excellent (10–9), Good (8–7), Average (6–5), Poor (4–3), Unsatisfactory (2–0)
PO 7 – Lifelong Learning and Adaptability	Evidence of continuous learning, technological adaptability, and skill enhancement	Participation in MOOCs, certifications, self-learning initiatives	15	Excellent (15–13), Good (12–10), Average (9–7), Poor (6–4), Unsatisfactory (3–0)
PO 8 – Community Wellbeing	Engagement with community-oriented activities and contribution to inclusive growth	Volunteering, outreach programs, CSR activities, or social projects	15	Excellent (15–13), Good (12–10), Average (9–7), Poor (6–4), Unsatisfactory (3–0)
Total			100	