

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 8 of 2026

ADMISSIONS AND EXAMINATIONS LEADING TO THE AWARD OF DEGREE OF MASTER OF BUSINESS ADMINISTRATION (WORKING PROFESSIONALS) PROGRAM AS PER THE GUIDELINES PROVIDED UNDER NATIONAL EDUCATION POLICY 2020.

Whereas, Tirpude Institute of Management Education, Nagpur was earlier known as Department of Management Studies and Research, Tirpude College of Social Work and 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 from The University Grants Commission through its letter number F.2-1/2023(AC-Policy) dated 9th September 2024.

And

Whereas, Tirpude Institute of Management Education, Nagpur has been granted approval for starting a new program Master of Business Administration (Working Professionals) by All India Council of Technical Education, New Delhi vide letter no. Western/1-46259426887/2026/EOA dated 9th April 2026 and the same has been approved by State Government of Maharashtra through its GR No. शासन निर्णय क्रं. मान्यता - २०२६ / प्र क्र ५८७/ई - १७२९६९१/तांशी - ४ dated 02 July 2026.

And

Whereas, the Institute obtained an approval to offer an MBA Program (Working Professionals) from the regulating body viz. All India Council for Technical Education from the year 2026-27 vide approval number Western/1-46259426887/2026/EOA dated 09/04/2026.

And

Whereas, the duly constituted Board of Studies of the Institute in Business Studies prepared and recommended the curriculum and detailed scheme of examination for MBA (Working Professionals) in its meeting held on 20.07.2026.

And

Whereas, the Institute received a Government Resolution no. dated 9th April 2026 and the same has been approved by State Government of Maharashtra through its GR No. शासन निर्णय क्रं. मान्यता - २०२६ / प्र क्र ५८७/ई -

१७२९६९१/तांशी - ४ dated 02 July 2026 mentioning the approval for offering MBA (Working Professionals) and subsequently the Rashtrasant Tukadoji Maharaj Nagpur University, Nagpur, the Parent University granted first affiliation to this program vide letter no._____.

And

Whereas, the duly constituted Academic Council of the Institute has considered approved the detailed curriculum, scheme of examination and draft Academic Regulation for MBA (Working Professionals) in its meeting held on _____.

And

Whereas, it has become necessary to issue the Academic Regulation governing rules for admission and examination leading to the award of degree of Master of Business Administration (Working Professionals).

PART A

1. This Academic Regulation shall be called "RULES GOVERNING ADMISSIONS AND EXAMINATIONS LEADING TO THE AWARD OF DEGREE OF MASTER OF BUSINESS ADMINISTRATION (WORKING PROFESSIONALS), 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 (Working Professionals) programme.
3. In this Regulation unless the context requires otherwise: -
 - a. "Academic Council" means academic council 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 responsible for drafting the syllabus and question paper pattern of various courses required for different UG and PG programmes.
 - c. "Student" means a student admitted to the programme under this Direction.
 - d. "Programme" means the Master of Business Administration (Outcome Based – Choice Based Credit System) programme under this Direction.
 - e. "Course" means a theory, practical (or the combination of theory and practical) subject, and research project, prescribed for any semester/trimester and carrying maximum and minimum passing marks, which a student, admitted to the Master Degree of Business Administration (Working Professional) programme, governed by these regulations, has to study in order 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 12-15 hours of teaching per credit for each theory course and 25-30 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. "Semester Grade Point Average (SGPA)" indicates the performance of a student in a given semester. 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 Semester.
 - k. "Cumulative Grade Point Average (CGPA)" CGPA refers to the Cumulative Grade Point Average weighted across all the semesters. It is obtained by dividing the total number of credit points in all the semesters by the total number of credits in all the semesters.
 - l. "Degree" means the Master of Business Administration (Working Professionals).
 - m. "Entrance Exam means "MAH MBA/MMS-CET" conducted by the State CET Cell, Government of Maharashtra, "CMAT" conducted by the All-India Council for Technical Education, "CAT" conducted by Indian Institute of Management and other entrance exams approved by Admission Regulatory Authority, Directorate of Technical Education, Maharashtra State from time to time for the purpose of admission to MBA (Working Professionals) programme.
 - 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 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.
4. The college has adhered to the illustrative guidelines provided by the State Government of Maharashtra for the implementation of NEP 2020.
 5. Subject to compliance with the provisions of this regulation and of other rules and regulations by competent authorities from time to time, an applicant for admission to this programme shall have passed degree examination of Rashtrasant Tukadoji Maharaj Nagpur University or any other recognized University equivalent thereto with 50% aggregate marks for open category and 45% marks aggregate for Backward Class candidates or as notified by the State Government (Competent Authority) from time to time. Provided that Students admitted through 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 applicable Common Entrance Test (CET) conducted by State CET Cell, Govt of Maharashtra or any other entrance examination conducted by competent authority approved by the Directorate of Technical Education and fulfilling the eligibility conditions as prescribed by the Rashtrasant Tukadoji Maharaj Nagpur University shall only be admitted to this programme.
 6. The examinations for Semester I, II, III, and IV shall be held twice a year at such places and on such dates as may be fixed by the evaluation cell of the college.
 7. The fees for examination shall be decided by the college from time to time based on the recommendation of the Finance Committee of the college.
 8. For an applicant seeking parallel admission into any other full-time programme in addition to pursuing a regular programme of study leading to the Degree in Master of Business Administration (Working Professionals), the rules and norms related to pursuing any other full-time programme will be applicable as prescribed by UGC/ AICTE or any other relevant competent authority.

9. A collegiate candidate shall have pursued the said course of study for stipulated days as prescribed by the college for a particular semester before being examined for any semester examination of MBA (Working Professionals).
10. Guidelines & Directions issued by Academic Council, Board of Studies and updated from time to time regarding Improvement of results shall be applicable to MBA (Working Professionals) programme governed by this regulation.
11. Guidelines & Directions issued by Academic Council, Board of Studies and updated from time to time regarding Reassessment / Revaluation shall be applicable to MBA (Working Professionals) programme governed by this regulation.
12. Guidelines & Directions issued by Academic Council, Board of Studies and updated from time to time regarding Incentive marks shall be applicable to MBA (Working Professionals) programme governed by this regulation.
13. Outcome Based Student Centric Evaluation: The programme and its all courses shall have well defined outcomes to be attained by the student on completion of the programme/course. The question papers shall be set to assess the attainment of these outcomes.
14. Choice Based Credit System (CBCS): The MBA (Working Professionals) program shall consist of 25 courses, including 2 mini projects (in semester 2 and 3) and a project in any of the specialization areas opted by the student.

PART B

1. Details of eligibility for Admission and MBA (WP) Semester 1 examination

A) For the first semester of MBA (Working Professionals), the Examinee 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 applicable Common Entrance Test (CET) conducted by State CET Cell/Directorate of Technical Education, Government of Maharashtra or any other entrance examination conducted by competent authority approved by the 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 programme

C) The candidate shall be a working professional in Registered Industry or Organization (Central or State) or Private or Public Limited Company or Micro Small and Medium Enterprises (MSME's) located within fifty kilo meter radial distance from the Institute.

D) The candidate shall have Minimum of one Year Full time or Regular working Experience in Registered Industry or Organization (Central or State) or Private or Public Limited Company or Micro Small and Medium Enterprises (MSME's).

2. Duration of the Program

Sr. No.	PG Diploma/ PG Degree	Minimum Duration
1	Post Graduation Diploma in Business Administration (Working Professionals)	01 Year
2	Master Degree in Business Administration (Working Professionals)	02 Years

The MBA (Working Professionals) programme shall be of Two years duration consisting Semester-I, & II in first year and Semester-III & IV in second year.

A student is required to complete her/his Master of Business Administration Program (WP) in maximum FIVE academic years from the year of her/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.

3. Mode of Conduct- The mode of Conduct of Classes shall be as applicable for Regular Programs as defined in the AICTE Public Notice Vide. No. AICTE/AB/Academic/2020-21, dated 13th August, 2020 (In Regular Face to Face Mode)

4. Provision for Lateral Entry to Second Year of MBA (Working Professionals) Programme- Admissions into Lateral Entry to Direct Second Year of MBA for working professional program is not permitted.

5. Program Code- MCMMBAWP

6. Program Outcomes

POs	Graduate Attribute	Outcome
PO1	Problem Solving Ability	The graduate will be able to identify, analyze , and solve complex business problems using appropriate managerial tools, critical thinking, and evidence-based decision-making.
PO2	Analytical and Decision-Making Skills	The graduate will be able to evaluate organizational situations, interpret business data, assess risks, and make informed managerial decisions in dynamic business environments.
PO3	Entrepreneurship and Innovation	The graduate will be able to demonstrate entrepreneurial mindset, lead innovation initiatives, manage organizational change, and create sustainable business value through creative and technology-driven solutions.
PO4	Effective Communication	The graduate will be able to apply communication skills effectively with diverse stakeholders through professional presentations, reports, negotiations, and interpersonal interactions.
PO5	Cooperation and Teamwork	The graduate will be able to exhibit skills for managing multidisciplinary teams, foster collaboration, manage diversity, and achieve organizational goals through effective leadership practices.

PO6	Ethics and Social Responsibility	The graduate will be able to apply ethical leadership, corporate governance, legal compliance, and commitment to sustainable and socially responsible business practices.
PO7	Lifelong learning and Adaptability	The graduate will be able to continuously explore professional competencies, adapt to emerging technologies, and respond effectively to changing business environments.
PSO1	Workplace Integration and Strategic Application	The graduate will be able to integrate advanced management concepts with professional work experience to improve organizational performance, operational efficiency, and strategic competitiveness.
PSO2	Organizational Transformation and Innovation	The graduate will be able to devise and implement innovative solutions, lead digital transformation initiatives, and manage organizational change to create sustainable business value.
PSO3	Professional Growth and Organizational Impact	The graduate will be able to demonstrate strategic leadership, and contribute to organizational excellence while promoting inclusive economic and community development.

7. Assessment and Evaluation

- The End Semester written examination of all the courses shall be conducted by the college.
- The performance of the students will be evaluated in two components; one component will be the continuous assessment carrying 50% weightage and the second component will be the End Semester Examination carrying 50% weightage.
- The mechanism for continuous assessment carrying 50% weightage 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 online quiz, written assignment, class test, presentations, role play, case analysis or any method deemed fit for the assessment of the course. The details of such assessment and evaluation will be clearly mentioned in the course descriptor of the said course.
- Marks for continuous assessment, awarded on the basis of quiz, written assignment, class test, presentations, role play, case analysis or any method deemed fit for the assessment of the course as prescribed by the faculty in the respective course and moderated by the Principle/Dean shall be notified to the students at least 5 days before the commencement of the End Semester Examination.
- A student has to pass (Secure minimum 50% marks) each course jointly (Continuous assessment and End Semester Examination”(put together)).

8. Assessment Process

- The final assessment of examinees is made in terms of Continuous Assessment (CA) and End Session Examination (ESE) for each course taken together.

- For each course, the end session examination shall be conducted by the college according to the evaluation system prescribed in the course descriptor approved by the Board of Studies concerned.

9. Standard of Passing

The scope of the subject, percentage of passing in End Session Examination, Continuous Assessment, Mini Project and Project will be governed as per following rules:

- In order to pass the Master of Business Administration (Working Professionals) 1st, 2nd, 3rd, and 4th, Semester Examinations, an examinee shall obtain not less than 50 % (Grade 5) marks in each course/paper either theory or practical, taking CA & ESE together.
- 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 in this regulation in force from time to time.

10. 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 failure 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.

11. Provision for Transfer of Credits

The MBA for Working Professional programme offered under this direction 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 LifeLong Learning, RTMNU or any other institutes affiliated to Department of LifeLong Learning, RTMNU or any other online platform in lieu of a course other than Major/ Core courses, Major - Discipline Specific Elective courses, Mini Project, and Project, provided that the course completion certificate issued by such 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:

- Every student is mandatorily required to create an ID on Academic Bank of Credits (ABC) and shall submit her/his ID to the college.
- A student cannot opt out of any course/ courses mentioned as Major/ Core courses, Discipline Specific Elective courses, Mini Project and Project.
- If a student is willing to opt out of any course, other than Major/ Core courses, Discipline Specific Elective courses, Mini Project and Project, he/she will have to mention this while submitting the examination form to the evaluation cell for respective Semester.
- A certificate of completion of such an MOOCs/Online course shall be submitted by the student to the Examination Committee/ Chairperson of Evaluation before the evaluation of the end session examination begins.
- Such a certificate shall mandatorily have the number of credits; duration of the course and grades/marks obtained by the student and shall preferably have a QR code for verification.
- The college shall accept the grades and marks obtained by the student along with continuous assessment marks for the concerned examination.

vii. 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.

viii. **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.

Normalisation **Formula=** **Proportional** **Marks** **=**

$$\frac{\text{Marks obtained in Online / ODL Course}}{\text{Maximum marks in Online / ODL Course}} \times \text{Max. marks under this scheme}$$

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: = 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.

ii. 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.

12. Promotion to higher trimesters

Sr. No.	Trimester	Eligibility for admission and appearing End Session Examination
1	Semester I	Candidates should have passed the qualifying examination as per the relevant Regulations governing the programme.
2	Semester II	Candidate should have filled exam form and appeared in the End Session Examination of Semester I
3	Semester III	Candidates should have passed all the courses of Semester I and minimum 50% courses of Semester II (Minimum 3 Courses of Semester II). [9 courses including all courses of semester I and minimum 3 courses of semester II taken together.]
4	Semester IV	Candidate should have filled exam form and appeared in the End Session Examination of Semester III

13. Mini Project and Project Work:

Mini Project and Project Work will be compulsory for each student appearing respectively in Semester II, III and IV Examinations.

(i) Mini Project (3 credit courses in each of Semester II and III) shall carry 100 marks as follows

Heads of Passing	Marks
Presentation and Viva-Voce by Subject Expert (Appointed by the BoS Concerned)	50
Project Report Evaluation by Internal Examiner	50
Total	100

(ii) Project Work is a separate course having 6 credits and will be evaluated during/ end of end session exam of Semester IV. The Project Work and Viva voce will carry 100 marks as follows:

Heads of Passing	Marks
Project Report Evaluation and Viva Voce by External Examiner (Appointed by the BoS concerned)	50
Project Report Evaluation and Viva Voce by Internal Examiner	50
Total	100

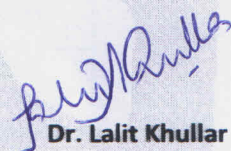
(ii) Separate Rubrics are enclosed as annexures for the evaluation of Mini Project, and Project Work.

(iii) For Mini Project, as well as Project Work, a batch of Maximum 15 students per guide/supervisor shall be allotted by the Programme Coordinator and duly approved by the Dean-PG Programs. The Guide/Supervisor shall act as an Internal Examiner.

- (iv) The guide/ supervisor should be teaching in the MBA Programme with minimum qualifications as prescribed by AICTE for Assistant Professor.
- (v) The Subject Expert for evaluation of Mini Project and External Examiner for the evaluation of Project Work and shall be appointed by the BoS concerned. Such an examiner may be a full-time teaching faculty of the MBA programme of the same college/ any other college/ university or an expert from the industry.
- (vi) Each such Subject Expert or External Examiner shall examine a maximum of 15 students in an examination.
- (vii) A mini project report in hard copy shall be submitted by the students to the programme coordinator at least 15 days before commencement of the end session examination of that Semester in which the examinations of these courses are to be conducted. These reports shall be used for evaluation purposes. The college shall retain the hard copy of the mini project for evaluation and maintain the list of project titles of Mini Project, Evaluation Sheets and attendance record of all students for future.
- (viii) Every student shall submit two hard copies of the project work report to the programme coordinator at least 15 days before the commencement of the end semester examination of semester IV.
- (ix) Every student shall appear for presentation and viva voce as assessment and evaluation of the mini project as well as project work. The program coordinator along with BoS concerned will allocate the examiner for the same.
- (x) A student shall submit with his/her mini project report and project work report, a certificate from the Supervisor to the effect:-
 - That the student has satisfactorily completed the Project Work for not less than the prescribed number of hours mentioned in the direction.
 - That the Project work is the result of the student's own work and is of sufficiently high standard to warrant its presentation for examination.
 - The student 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.
 - Rubrics and detailed parameters for evaluation of Mini Project and Project Work are mentioned in Annexure 2 and Annexure 3 respectively.

14. 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.

15. **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 - 1

The teaching and examination scheme for students admitted to the MBA (Working Professionals) Programme shall be as follows:

Semester 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	Principles of Management	BS/PO M/001	60	--	50	--	50	100	50	4
2	DSC	Business Law	BS/BL/001B	60	--	50	--	50	100	50	4
3	DSC	Managerial Economics	EC/ME/001A	60	--	50	--	50	100	50	4
4	DSC	Business Environment	BS/BSE/001	60	--	50	--	50	100	50	4
5	DSC	Accounting for Managers	FA/AC M/001A	60	--	50	--	50	100	50	4
6	DSC	Soft Skills for Managers	LG/SS/001	60	--	50	--	50	100	50	4
7											
Total				360	--	300		300	600	300	24

Semester 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	Foundation of Human Resource Management	BS/FH R/001 A	60	--	50	--	50	100	50	4
2	DSC	Foundation of Financial Management	FA/FF M/001 A	60	--	50	--	50	100	50	4
3	DSC	Foundation Marketing Management	BS/FM M/001 A	60	--	50	--	50	100	50	4
4	DSC	Organizational Behaviour	BS/OB/002A	60	--	50	--	50	100	50	4
5	DSC	Foundation of Business Analytics	DS/FB A/001 A	60	--	50	--	50	100	50	4
6	DSC	Operations Management	BS/OP M/001	60	--	50	--	50	100	50	4
7		Mini Project		--	90	--	100	--	100	50	3
Total				360	90	300	100	300	700	350	27

Semester 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	Research Methodology & Statistics	SS/RM S/001	60	--	50	--	50	100	50	4
2	DSC	Corporate Communication	LG/OC /001	60	--	50	--	50	100	50	4
3	DSC	Strategic Management	BS/SM T/001	60	--	50	--	50	100	50	4
4	DSC	International Business	EC/IBS /001	60	--	50	--	50	100	50	4
5	DSE	DSE - 1		60	--	50	--	50	100	50	4
6	DSE	DSE - 2		60	--	50	--	50	100	50	4
7		Mini Project		–	90	–	100	–	100	50	3
Total				360	90	300	100	300	700	350	27

Semester 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	Business Ethics & Corporate Governance	BS/BEC /001	60	--	50	--	50	100	50	4
2	DSC	Entrepreneurship Development	BS/ED/ 001	60	--	50	--	50	100	50	4
3	DSE	DSE -3		60	--	50	--	50	100	50	4
4	DSE	DSE - 4		60	--	50	--	50	100	50	4
5	DSC	Project		–	180	–	100	–	100	50	6
Total				240	180	200	100	200	500	250	22

Basket of Discipline Specific Compulsory/ Electives to be opted during Semester III and IV

Sr. No.	Human Resources Management	Trimester	Category	Course Code
1	Human Resource Planning	Semester III	DSE 1	BS/HP/002A
2	Recruitment and Selection	Semester III	DSE 2	FA/CF/002A
3	Performance and Compensation Management	Semester IV	DSE 3	BS/SD/002A
4	Training and Development Practices	Semester IV	DSE 4	DS/PA/002B
Sr. No.	Marketing Management	Trimester	Category	Course Code
1	Sales & Distribution Management	Semester III	DSE 1	BS/RAS/002A
2	Brand Management	Semester III	DSE 2	FA/MFS/002
3	Sales Promotion & Advertising	Semester IV	DSE 3	DS/GA/001A
4	Digital Marketing	Semester IV	DSE 4	BS/BM/002A
Sr. No.	Financial Management	Trimester	Category	Course Code
1	Corporate Finance	Semester III	DSE 1	BS/CB/002
2	Management of Financial Services	Semester III	DSE 2	FA/IPM/002
3	Investment Analysis and Portfolio Management	Semester IV	DSE 3	BS/SPA/002
4	Wealth Management	Semester IV	DSE 4	DS/DV/002A
Sr. No.	Business Analytics	Trimester	Category	Course Code
1	Predictive Analytics	Semester III	DSE 1	BS/TDP/002A
2	Generative AI	Semester III	DSE 2	FA/WM/002A
3	Data Visualisation	Semester IV	DSE 3	BS/DM/001A
4	Decision Sciences	Semester IV	DSE 4	DS/DS/003A

Annexure 2
Mini Project Evaluation Rubric (Total: 100 Marks)

Objective: To ensure continuous employment during the programme and assess application of classroom learning to the candidate's current job responsibilities.

Nature of Project: The mini project shall be based exclusively on the candidate's current job profile, department, or work assignment. No hypothetical or secondary projects are permitted.

Project Format: The report shall be maintained as a Work-Based Learning Portfolio documenting actual work performed.

Duration: Minimum 8 weeks of documented work.

Weekly Record: Each week the candidate shall record key duties performed, business problems handled, management concepts applied, outcomes achieved, and learning reflections.

Evidence: Supporting evidence such as screenshots (where permitted), reports, dashboards, process documents, meeting minutes, or work samples may be attached without violating organisational confidentiality.

Supervisor Certification: Every weekly entry and the final report shall be certified by the Reporting Supervisor with signature, designation, date and official seal/stamp (or authenticated email).

Final Presentation: The candidate shall present workplace learning, managerial interventions, measurable outcomes, and future improvement recommendations before the evaluation panel.

Non-Compliance: Projects without supervisor certification or not based on the current employment shall not be accepted for evaluation.

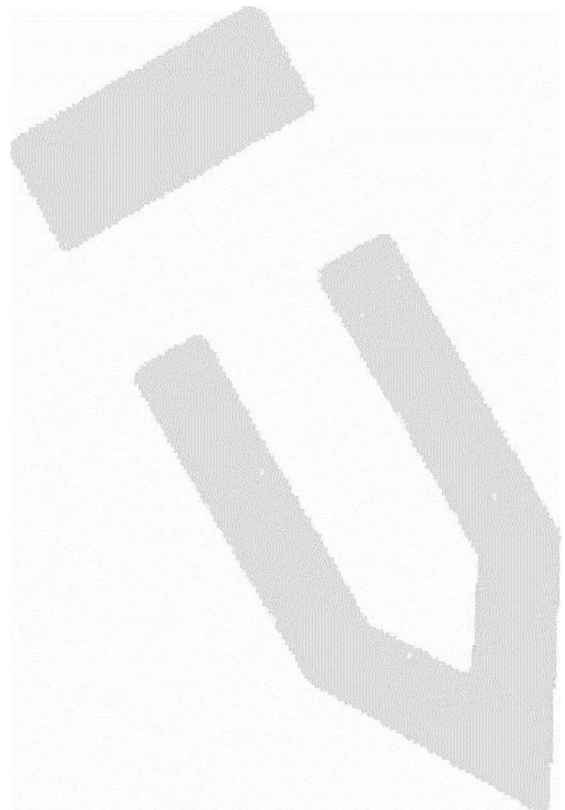
Suggested Weekly Log Format

Week	Major Duties Performed	Management Concept Applied	Business Issue/Task	Outcome Achieved	Supervisor Remarks	Signature
1						
2						
3						
4						
5						
6						
7						
8						

Evaluation Rubric (100 Marks)

Criterion	Bloom's Verb	Expected Level	Marks
Documentation of actual work profile	Document	Comprehensive, authentic, complete	10
Application of management concepts	Apply	Concepts appropriately applied to workplace	20
Analysis of workplace issues	Analyze	Logical analysis supported by evidence	20
Recommendations for improvement	Recommend	Practical, feasible and value-adding	15

Reflection on professional learning	Reflect	Insightful learning and self-development	10
Supervisor certification & authenticity	Demonstrate	Fully certified with remarks	10
Presentation & communication	Communicate	Clear, professional and convincing	10
Viva-voce	Justify	Defends work confidently	5



Annexure 3

Project Work 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)

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	

