

Pioneer Institute of Professional Studies, Indore

(An Autonomous Institute Established in 1996)

Curriculum BBA (3 Yrs Full Time Course)

Serial No	Subject Code	Name of the Subject	Internal Marks	External Marks		Total Marks	Min Pass Marks
				Practical	Theory		

First Semester (500 Marks)							
1	B 101	Foundations of Management	10	--	90	100	4+36
2	B 102	Human Resource Management	10	--	90	100	4+36
3	B 103	Financial Accounting	10	--	90	100	4+36
4	B 104	Basic Computer Applications	10	20	70	100	4+8+28
5	B 105	English	10	--	90	100	4+36
Second Semester (500 Marks)							
6	B201	Human Behavior in Organization	10	--	90	100	4+36
7	B202	Business Communication	10	--	90	100	4+36
8	B203	Management Accounting	10	--	90	100	4+36
9	B204	Financial Management	10	--	90	100	4+36
10	B205	Hindi	10	--	90	100	4+36
Third Semester (500 Marks)							
11	B301	Marketing Management	10	--	90	100	4+36
12	B302	Purchasing & Materials Managements	10	--	90	100	4+36
13	B303	Business Statistics	10	--	90	100	4+36
14	B304	Management Information System	10	--	90	100	4+36
15	B305	Business Laws	10	--	90	100	4+36

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Fourth Semester (500 Marks)							
16	B401	Production Management	10	--	90	100	4+36
17	B402	Managerial Economics	10	--	90	100	4+36
18	B403	Business Costing	10	--	90	100	4+36
19	B404	Computer Programming	10	---	90	100	4+36
20	B 405	Cultural Heritage	10	--	90	100	4+36
Fifth Semester (500 Marks)							
21	B501	Quantitative Techniques	10	--	90	100	4+36
22	B502	Business Environment	10	--	90	100	4+36
23	B503	Business Taxation	10	--	90	100	4+36
24	B504	Advanced Accounting	10	--	90	100	4+36
25	B505I	Networking & Unix Concepts	10	--	90	100	4+36
	B505M	Marketing Strategies	10	--	90	100	4+36
	B505F	Long term Capital Management	10	--	90	100	4+36
	B505H	Human Resource Development	10	--	90	100	4+36
	B505P	Production Planning and Control.	10	--	90	100	4+36
Sixth Semester (400 Marks)							
26	B601	Operations Research	10	--	90	100	4+36
27	B602	Entrepreneurship	10	--	90	100	4+36
28	B603	Marketing Research	10	--	90	100	4+36
29	B604M	Advertising & Sales Promotion	10	--	90	100	4+36
	B604F	Working Capital Management	10	--	90	100	4+36
	B604H	Labour Laws & Industrial Relations	10	--	90	100	4+36
	B604I	DBMS	10	--	90	100	4+36
	B604P	Work Study and Productivity	10	--	90	100	4+36