

SCHOOL OF STUDIES IN MANAGEMENT

Programmes Offered :

1. MBA (Full Time)
2. MBA (Part Time)
3. BBA
4. Ph.D.

1. Master of Business Administration (Full-time) : (Two years / Four Semester)

Profile of the Course :

Changes taking place both internationally and nationally have given a totally new impetus to Indian business today. In changing scenario at global level, the business in India has also received new impetus. In general, the study of business management provides the necessary knowledge and the right mental attitude to operate in such a scenario. Jiwaji University has started MBA Programme in 1988 on self-financing basis. Since then the Institute has been providing trained and qualified executives to meet the management needs of industry and business establishments. Now, this MBA Programme has already established sound reputation for its innovative teaching, contemporary research and enterprise in various functional areas of management.

The students undergo exhaustive training which includes analysis of case studies, seminars, group discussion etc. The Institute regularly invites academicians of repute from established management institutes, universities and senior practicing executives of leading business houses; so that the students could get wide exposure of the problems and their solutions in the field of management. Industrial visits and in-company trainings are also the part of the programme to enable the students to have a direct interaction with the functionaries of industries.

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| Eligibility | : | Graduation with 50% marks |
| Available seats | : | Open = 60 |
| Mode of Selection | : | Through MPMET conducted by D.T.E., Bhopal |
| Contact person | : | Prof. Umesh Holani, Head e-mail : umeshholani32@gmail.com |
| Faculty | | |

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|------------------------------|---|--------------------------------|
| Prof. Umesh Holani | Dr. K.S. Thakur | Dr. S. K. Singh, Reader & Head |
| Dr. P.K. Sharma, Sr.Lecturer | Dr. Rajendra Kumar Khatik, Sr. Lecturer | |

Visiting Faculty:

| | | | |
|--------------------|--------------------|-------------------|---------------------------|
| Mrs. Arti Pipariya | Ms. Shivani Sharma | Ms. Shilpy Singh | Mrs. Tripti Tripathi |
| Ms. Sadhana Tiwari | Mr. Anuj Bansal | Ms. Rakhi Chauhan | Mrs. Priyadershani Nagori |

Course Structure

SEMESTER-I

| | |
|---------|-----------------------------------|
| MBA-101 | Management Process |
| MBA-102 | Quantitative Techniques |
| MBA-103 | Managerial Economics |
| MBA-104 | Business Environment |
| MBA-105 | Accounting for Managers |
| MBA-106 | Computer Application for Business |
| MBA-107 | Business Communication |
| MBA-108 | Comprehensive Viva-Voce |

SEMESTER-II

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|---------|-------------------------------------|
| MBA-201 | Organizational Behaviour |
| MBA-202 | Research Methodology |
| MBA-203 | Marketing Management |
| MBA-204 | Financial Management |
| MBA-205 | Human Resource Management |
| MBA-206 | Production and Operation Management |
| MBA-207 | Business Legislation |
| MBA-208 | Comprehensive Viva-Voce |

SEMESTER-IV

SEMESTER-III

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|--|---|
| MBA-301 | Management Science |
| MBA-302 | Total Quality Management |
| OPTIONAL – SPECIALIZATION AREAS : | |
| Students are required to select any Two Specialization out of Three specialization areas : | |
| (A) Marketing Management (MM) | |
| (B) Financial Management (FM) | |
| (C) Human Resource Management (HRM) | |
| MARKETING MANAGEMENT (MM) | |
| MBA-MM-303 | Consumer Behaviour |
| MBA-MM-304 | Advertising Management |
| MBA-MM-305 | International Marketing |
| FINANCIAL MANAGEMENT (FM) | |
| MBA-FM-303 | Security Analysis & Portfolio Management |
| MBA-FM-304 | Indian Financial System |
| MBA-FM-305 | International Financial Management |
| HUMAN RESOURCE MANAGEMENT (HRM) | |
| MBA-HRM-303 | Management of Industrial Relations |
| MBA-HRM -304 | Legal Framework Governing Human Relations |
| MBA-HRM-305 | Human Resource and Organisational Devel. |
| MBA--306 | Summer Training Project Report |

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| MBA-401 | Strategic Management |
| MBA-402 | Management Information Systems |
| OPTIONAL – SPECIALIZATION AREAS : | |
| Students are required to select any Two Specialization out of Three specialization areas : | |
| (A) Marketing Management (MM) | |
| (B) Financial Management (FM) | |
| (C) Human Resource Management (HRM) | |
| MARKETING MANAGEMENT : | |
| MBA-MM-403 | Rural and Agricultural Marketing |
| MBA-MM-404 | Strategic Marketing |
| MBA-MM-405 | Marketing of Services |
| FINANCIAL MANAGEMENT : | |
| MBA-FM-403 | Strategic Financial Management |
| MBA-FM-404 | Project Management |
| MBA-FM-405 | Corporate Tax Planning |
| HUMAN RESOURCE MANAGEMENT : | |
| MBA-HRM-403 | Strategic Human Resource Management |
| MBA-HRM -404 | Compensation Planning |
| MBA-HRM-405 | International Human Resource Management |
| MBA-406 | Comprehensive Viva-Voce |

(Part-Time) : (Three Years)

Profile of the Course :

MBA (Part-time) Programme was started in 1995, basically for lower / middle level employees of Private as well as Public Sector business undertakings of Gwalior and Chambal region.

The main objective of this programme is to impart managerial skills to employees who could not get opportunity for management education in the beginning of their career and were inducted in business undertakings at lower level. The programme assists them in not only improving their personality but also brighten their future career prospects. The scheme is designed obeying the principle of earn and learn simultaneously as the classes for this programme are held in evening hours.

It is basically a management development programme. The curriculum is so framed that besides class room teaching, case studies and training also are essential part of the course.

Eligibility : Graduation with 50% marks

Available seats : Open = 60

Mode of Selection : Through MPMET conducted by D.T.E., Bhopal

Contact person : **Dr. S.K.Singh, Coordinator** e-mail : shivksingh1@rediffmail.com

Visiting Faculty : Dr. S.K.Shrivastava Dr. Sanjeev Gupta Dr. Shib Kumari Singh
Dr. K. Awasthi

Course Structure :

SEMESTER-I

MPT-101 Management Concepts Processes
MPT-102 Business Communication Skills
MPT-103 Management Accounting
MPT-104 Managerial Economics

MPT-301 Production & Inventory Mngt
MPT-302 Marketing Management
MPT-303 Financial Management
MPT-304 Human Resource Management

SEMESTER-II

MPT-201 Quantitative Techniques
MPT-202 Business Environment
MPT-203 Organizational Behaviour
MPT-204 Computer Applications
MPT-205 Comprehensive Viva-Voce

SEMESTER-IV

MPT-401 Legal Environment of Business
MPT-402 Operations Research
MPT-403 Strategic Management
MPT-404 Management Information System
MPT-405 Comprehensive Viva-Voce

SEMESTER-V

(Select any two group out of four)

MARKETING MANAGEMENT

MPT(MM) 501 Consumer Behaviour
MPT(MM) 502 Advertising Management

SEMESTER-III

FINANCIAL MANAGEMENT

MPT(FM) 503 Security Analysis & Portfolio Management

MPT(FM) 504 Project Management

HUMAN RESOURCE MANAGEMENT

MPT(HRM) 505 Human Resource Development

MPT(HRM) 506 Industrial Law

SYSTEMS MANAGEMENT

MPT(SM) 507 Object Oriented Methodology

MPT(SM) 508 Design Management and

Implementation of Data Base

MPT - 509 Training Report and Viva Voce

SEMESTER-VI

(Select any two group out of four)

MARKETING MANAGEMENT

MPT(MM) 601 International Marketing

MPT(MM) 602 Strategic Marketing

FINANCIAL MANAGEMENT

MPT(FM) 603 International Financial

Management

MPT(FM) 604 Financial Services

HUMAN RESOURCE MANAGEMENT

MPT(HRM) 605 Industrial Relations

MPT(HRM) 606 Compensation Planning

SYSTEMS MANAGEMENT

MPT(SM) 607 Software Project Management

MPT(SM) 608 Networking & Communication

Systems

MPT – 609 Comprehensive Viva-Voce

(Compulsory for all)

3. Bachelor of Business Administration (BBA) : (Three year / Six semesters)

Profile of the Course :

This programme is basically for young ones who have just passed intermediate and want to have career in management field. This course provides the basic knowledge of management to students and generate managerial skills. The programme enable them in improving their personality and future career prospects in the field of management.

Eligibility : Intermediate (10+2) with 50% marks of any discipline from any recognized board.

Available seats : Open = 40 Payment = 20

Mode of Selection : Merit in entrance test conducted by Jiwaji University Gwalior

Contact person : Dr. R. K. Khatik, Co-ordinator ,

Visiting Faculty :

Dr. K.K. Agrawal
Ms. Sadhana Tiwari
Mrs. Shipra Suri

Dr. Deepak Singh
Mrs. Mouksha Shukla
Mrs. Rinki Gupta

Mrs. Arti Pipariya
Mr. Ravi Jain

Course Structure :

SEMESTER: I

Management Principles and Practices
Financial Accounting
Business Mathematics
Business Organization
Business Communication
Personality Development

SEMESTER: III

Business Environment
Company Law
Quantitative Techniques
Higher Accounting
Organisational Behaviour
Development of Management Thought

SEMESTER:II

Managerial Economics
Business Legislation for Management
Business Statistics
Cost Accounting
Computer Applications
Comprehensive Viva-Voce

SEMESTER:IV

Entrepreneurship and Small Business Management
Marketing Management
Financial Management
Human Resource Management
Income Tax Laws & Practices
Research Methodology

SEMESTER: V

Management Information Systems
Banking Law and Practices
Insurance Management
Optional –Specialization areas: (any one)*
Marketing
Finance
Human Resource Management

SEMESTER: VI

Business Policy
Operations Research
Accounting for Managerial Decision
Optional –Specialization areas: (any one)**
Marketing
Finance
Human Resource Management

***Marketing** : Advertising and Sales Management, Marketing Research, Consumer Behaviour.

Finance : Management of Financial Institutions, Investment Management, Indian Financial System

Human Resource Management : Management Training and Development, Industrial Relations, Human Resource Planning and Development.

****Marketing** : Industrial Marketing, Rural and Agriculture Marketing, Services Marketing.

Finance : Financial Analysis and Decision Making, Business Taxation, Project Planning and Management.

Human Resource Management : Social Security and Welfare, Organization Change and Development, Industrial Laws.

Fees Structure :

Open Seats

| Course | I Sem. | II Sem. | III Sem. | IV Sem. | V Sem. | VI Sem. |
|--------|--------------|------------|------------|------------|------------|------------|
| BBA | Rs. 15965.00 | Rs. 10,125 | Rs. 11,475 | Rs. 10,125 | Rs. 11,475 | Rs. 10,125 |

Payment seat: BBA Rs. 11000/- per semester additional to the fees for Open Seat

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