



ST. ALOYSIUS COLLEGE (AUTONOMOUS), JABALPUR

Reaccredited 'A++' Grade by NAAC (CGPA:3.58/4.00)

College with Potential for Excellence by UGC

DST-FIST Supported & STAR College Scheme by DBT

Faculty of Management

Bachelor of Business Administration (B.B.A)

B.B.A. I Semester

Subject- Principles and Practice of Management

Paper-Major

Course Outcomes

CO. No.	Course Outcomes	Cognitive Level
CO 1	Student will be able assess the global context for planning, coordinating and monitoring managerial behaviour.	A
CO 2	Through various planning and decision making techniques, students can learn about how businesses ensure to remain in a competitive market.	A,S
CO 3	Students will understand various forms of organizational structure and their importance.	U
CO 4	Students can learn about various strategies used by businesses to maintain and improve employee efficiency.	K
CO 5	Sensitize students about management practices as per various concepts.	U, A

Credit and Marking Scheme

	Credits	Marks		Total Marks
		Internal	External	
Theory	6	30	70	100

Evaluation Scheme

	Marks	
	Internal	External
Theory	3 Internal Exams of 15 Marks each (During the Semester) (Best 2 will be taken)	1 External Exams (At the End of Semester)





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Content of the Course

Theory

No. of Lectures (in hours per week): 3 Hrs. per week

Total No. of Lectures: 60 Hrs.

Maximum Marks: 100

Units	Topics	No. of Lectures
I	Management in Indian Knowledge Tradition- Management in India ethos, Indian models, spiritual values and management. Modern Concept of Management- Meaning, definitions, importance, and functions. Management Principles by Henry Fayol	10
II	Planning- Meaning, Definitions, Importance, Types and Process. Difference between Planning and Forecasting. Management by Objectives (MBO) - Meaning, Definitions, and Process. Strategies and Policies.	10
III	Organization- Meaning, Definitions, Importance. Organizational Structures- Types, Departmentalization, Meaning and Concept Organisational Behaviour- Indian and Western Perspectives. Authority And Responsibility- Concept and Definitions -.	10
IV	Recruitment Of Employees -Meaning, Sources, Selection Process, Interviews, Training, Evaluation and Placement. Training- Meaning, Types	10
V	Directing- Meaning, Definition, Objectives, And Nature. Controlling - Meaning, Definition, Type and Process.	10

REFERENCE

- Agrawal, R.D., Organization & Management, McGraw Hill, New Delhi (1982).
- Awasthi, Paritosh (Dr.), Sethi, Dinesh (Dr.), Mandloi, Jagatsingh (Dr.), & Dhand, Shweta, Prabandh Ke Siddhant, Madhya Pradesh Hind Granth Academy, Bhopal (Latest Edition).
- Dhand, Rakesh (Dr.), Yadav, Pragya (Dr.), & Gautam, Rajni (Dr.), Vyavasaya Prabandh (BBA) (Pratham Varsh), Madhya Pradesh Hindi Granth Academy, Bhopal (Latest Edition).
- Koontz, H., & Weihrich, H., Management (International Student Edition), McGraw-Hill, Tokyo (1980).



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Faculty of Management **Bachelor of Business Administration (B.B.A)** **B.B.A. I Semester** **Subject-Business Statistics** **Paper-Minor** **Course Outcomes**

CO.No.	Course Outcomes	Cognitive Level
CO1	To provide basic knowledge of Statistics.	K
CO2	To increase students' ability to understand how to perform social researches with Statistical Research Tools .	A, L
CO3	Students will be equipped with knowledge about analyzing professional reports and will be able to make decisions based on the reports analyzed.	K
CO4	Students will learn about quantization, analysis of performance relationship .	A
CO5	To develop the ability to analyze and interpret data to provide meaningful information .	A

Credit and Marking Scheme

	Credits	Marks		Total Marks
		Internal	External	
Theory	4	30	70	100

Evaluation Scheme

	Marks	
	Internal	External
Theory	3 Internal Exams of 15 Marks each (During the Semester) (Best 2 will be taken)	1 External Exams (At the End of Semester)





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Content of the Course

Theory

No. of Lectures (in hours per week): 3 Hrs. per week

Total No. of Lectures: 60 Hrs.

Maximum Marks: 100

Units	Topics	No. of Lectures
I	Introduction to Statistics – Evolution of Statistics in India, Role of Statistical Methods in Indian Agriculture, Contribution of Ancient Indian Mathematicians in Statistics. Meaning, Definition, Functions, Importance, Limitation and Scope of Statistics, Statistical Investigations, Collection & Presentation of Data- Collection of Data, Methods of Data Collection, Primary and Secondary Data, Presentation of Data, Frequency Distribution	10
II	Measures of Central Tendencies – Methods of calculation of Mean, Median and Mode and its utility, Methods of calculation of Geometric Mean and Harmonic Mean and its utility.	10
III	Measures of Dispersion - Standard Deviation and Mean Deviation – Meaning and Scope. Skewness – Concept and Methods.	10
IV	Correlation Analysis - Karl Pearson's Coefficient of Correlation, Spearman's Rank correlation. Regression - Lines of Regression and its Methods.	10
V	Index Numbers- Introduction & its Utility, Types of Index Numbers – Laspeyre's Method, Paasche's method, Fisher's Ideal Index Number, Introduction to Time series analysis- meaning, utility and its components	10

REFERENCE

- Gupta, S.C., Fundamentals of Statistics, Himalaya Publishing House, Mumbai (2023).
- Gupta, S.P., Business Statistics, Sultan Chand and Sons. New Delhi (2023).
- Kothari, S.L. (Dr.) and Kothari, Milind (Dr.). Sankhyaki Ke Siddhant, Madhya Pradesh Hindi Granth Academy, Bhopal (2021).
- Vohra, N.D., Business Statistics, Tata McGraw Hill, New Delhi (2020).






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