



NIILM UNIVERSITY, KAITHAL

SCHEME
OF
STUDIES & EXAMINATIONS

DEPARTMENT: - SCHOOL OF Commerce (B.Com)

FIRST SEMESTER SCHEME OF EXMINATION FOR B.Com DEGREE COURSE

S.NO	COURSE CODE	COURSE TITLE	TEACHING SCHEDULE					EXAMINATION SCHEDULE				DURATION OF EXAM
			L	T	P/D	TOTAL Hrs	CREDITS	INTERNAL	EXTERNAL		TOTAL	
								SESSIONAL	THEORY	PRACTICAL		
1		Business Communication	4	-	0	4	4	30	70	-	100	3 hrs.
2		Business Mathematics-I	4	-	0	4	4	30	70	-	100	3 hrs.
3		Financial Accounting	4	-	0	4	4	30	70	-	100	3 hrs.
4		Micro Economics	4	-	0	4	4	30	70	-	100	3 hrs.
5		Fundamental of Computers	4	-	0	4	4	30	70	-	100	3 hrs.
		TOTAL	24	-	0	24	24	150	350	-	500	-

SECOND SEMESTER SCHEME OF EXMINATION FOR B.Com DEGREE COURSE

S.NO	COURSE CODE	COURSE TITLE	TEACHING SCHEDULE					EXAMINATION SCHEDULE				DURATION OF EXAM
			L	T	P/D	TOTAL Hrs	CREDITS	INTERNAL	EXTERNAL		TOTAL	
								SESSIONAL	THEORY	PRACTICAL		
1		Business Mathematics-II	4	-	0	4	4	30	70	-	100	3 hrs.
2		Macro Economics	4	-	0	4	4	30	70	-	100	3 hrs.
3		Environmental Management	4	-	0	4	4	30	70	-	100	3 hrs.
4		Basics of Management	4	-	0	4	4	30	70	-	100	3 hrs.
5		Money & Banking	4	-	0	4	4	30	70	-	100	3 hrs.
		TOTAL	24	-	0	24	24	150	350	-	500	-

THIRD SEMESTER SCHEME OF EXMINATION FOR B.Com DEGREE COURSE

	COURSE CODE	COURSE TITLE	TEACHING SCHEDULE					EXAMINATION SCHEDULE				DURATION OF EXAM
			L	T	P/D	TOTAL Hrs	CREDITS	INTERNAL	EXTERNAL		TOTAL	
								SESSIONAL	THEORY	PRACTICAL		
1		Business Statistics	4	-	0	4	4	30	70	-	100	3 hrs.
2		Business Organization	4	-	0	4	4	30	70	-	100	3 hrs.
3		Corporate Accounting	4	-	0	4	4	30	70	-	100	3 hrs.
4		Principle of Marketing	4	-	0	4	4	30	70	-	100	3 hrs.
5		E-Commerce	4	-	0	4	4	30	70	-	100	3 hrs.
		TOTAL	20	-	0	20	20	150	350	-	500	-

FOURTH SEMESTER SCHEME OF EXMINATION FOR B.Com DEGREE COURSE

2		Company Law	4	-	0	4	4	30	70	-	100	3 hrs.
3		Financial Markets	4	-	0	4	4	30	70	-	100	3 hrs.
4		Fundamentals of Banking & Insurance	4	-	0	4	4	30	70	-	100	3 hrs.
5		Role of IT in Business & Insurance	4	-	0	4	4	30	70	-	100	3 hrs.
		TOTAL	20	-	0	20	20	150	350	-	500	-

FIFTH SEMESTER SCHEME OF EXMINATION FOR B.Com DEGREE COURSE

	COURSE CODE	COURSE TITLE	TEACHING SCHEDULE					EXAMINATION SCHEDULE				DURATION OF EXAM
			L	T	P/D	TOTAL Hrs	CREDITS	INTERNAL	EXTERNAL		TOTAL	
								SESSIONAL	THEORY	PRACTICAL		
1		Income Tax-I	4	-	0	4	4	30	70	-	100	3 hrs.
2		Cost Accounting	4	-	0	4	4	30	70	-	100	3 hrs.
3		Business Environment	4	-	0	4	4	30	70	-	100	3 hrs.
4		Human Resource Development	4	-	0	4	4	30	70	-	100	3 hrs.
5		Advertising & Sales Management	4	-	0	4	4	30	70	-	100	3 hrs.
		TOTAL	20	-	0	20	20	150	350	-	500	-

SIXTH SEMESTER SCHEME OF EXMINATION FOR B.Com DEGREE COURSE

	COURSE CODE	COURSE TITLE	TEACHING SCHEDULE					EXAMINATION SCHEDULE				DURATION OF EXAM
			L	T	P/D	TOTAL Hrs	CREDITS	INTERNAL	EXTERNAL		TOTAL	
								SESSIONAL	THEORY	PRACTICAL		
1		Income Tax-II	4	-	0	4	4	30	70	-	100	3 hrs.
2		Financial Management	4	-	0	4	4	30	70	-	100	3 hrs.
3		Introduction to Retailing	4	-	0	4	4	30	70	-	100	3 hrs.
4		International Marketing	4	-	0	4	4	30	70	-	100	3 hrs.
5		Auditing	4	-	0	4	4	30	70	-	100	3 hrs.
		TOTAL	20	-	0	20	20	150	350	-	500	-

NIILM UNIVERSITY, KAITHAL

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**THREE-YEAR UNDERGRADUATE
COURSE OF STUDIES**



BACHELOR OF BUSINESS ADMINISTRATION (BBA)

Scheme of Examination

Papers	Marks		Total Marks	Duration (Hrs.)
	Written	Internal Assessment		
Semester I				
Principle of Management	70	30	100	3
Business Economics-I	70	30	100	3
Business Mathematics	70	30	100	3
Basic Accounting	70	30	100	3
Computer Fundamentals	70	30	100	3
Business organization	70	30	100	3
Total			600	
Semester II				
Organizational Behaviour	70	30	100	3
Business Economics-II	70	30	100	3
Marketing Management	70	30	100	3
Business Statistics	70	30	100	3
Corporate Accounting	70	30	100	3
Seminar-I	70	30	100	
Total			600	
Semester III				
Business Research Methodology	70	30	100	3
Human Resource Management	70	30	100	3
Business Environment	70	30	100	3
Cost and Management Accounting	70	30	100	3
Business Communication	70	30	100	3
Supply Chain Management	70	30	100	3
E-Commerce	70	30	100	3

Total			700	
Semester IV				
Business Law	70	30	100	3
Financial Management	70	30	100	3
Business Ethics	70	30	100	3
Consumer Behavior	70	30	100	3
Database Management System	70	30	100	3
Training and Development	70	30	100	3
Seminar-II	70	30	100	-
Total			700	
Semester V				
Production and Operation Management	70	30	100	3
Strategic Management	70	30	100	3
International Business Environment	70	30	100	3
Sales and Distribution management	70	30	100	3
Security analysis	70	30	100	3
Industrial Relations	70	30	100	3
Summer Training Report & Viva	70	30	100	-
Total			700	
Semester VI				
Entrepreneurship	70	30	100	3
Marketing Research	70	30	100	3
Management of financial Services	70	30	100	3
Introduction to Retailing	70	30	100	3
Banking and Insurance	70	30	100	3
Management Information System	70	30	100	3
Comprehensive Viva			100	-
Total			700	

NIILM UNIVERSITY, KAITHAL

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**TWO-YEAR MASTER
COURSE OF STUDIES**



MANAGEMENT

2014

Scheme of Examination

Papers	Marks		Total Marks	Duration (Hrs.)
	Written	Internal Assessment		
Semester I				
Principles and Practices of Management	70	30	100	3
Business Statistics	70	30	100	3
Managerial Economics	70	30	100	3
Accounting for Managers	70	30	100	3
Business Environment	70	30	100	3
Computer for Managers	70	30	100	3
Business Communication	70	30	100	3
Total			700	
Semester II				
Organizational Behaviour	70	30	100	3
E-Commerce	70	30	100	3
Research Methodology	70	30	100	3
Marketing Management	70	30	100	3
Human Resource Management	70	30	100	3
Financial Management	70	30	100	3
Production and operation Management	70	30	100	3
Total			700	
Semester III				
Applied Operations Research	70	30	100	3
Business Law	70	30	100	3
Summer Training Report & Viva	70	30	100	3
Finance				
Security Analysis and Investment Management	70	30	100	3
Foreign Exchange Management	70	30	100	3
Corporate Taxation	70	30	100	3

Marketing				
Sales and Distribution Management	70	30	100	3
Service Marketing	70	30	100	3
Rural Marketing	70	30	100	3
HR				
Human Resource Development	70	30	100	3
Industrial Relations & Labor law	70	30	100	3
Compensation Management	70	30	100	3
Semester IV				
Entrepreneurship Development	70	30	100	3
Strategic Management	70	30	100	3
Research Project	70	30	100	3
Finance				3
Financial Derivatives	70	30	100	3
Portfolio management	70	30	100	3
Financial Decision Analysis	70	30	100	3
Marketing				
Brand Management	70	30	100	3
Consumer Behaviour	70	30	100	3
Advertising & Sale Promotion Management	70	30	100	3
HR				
International Human Resource Management	70	30	100	3
Training & Development	70	30	100	3
Performance Management	70	30	100	3

	THEORY	PRACTICAL	TOTAL
1ST SEMESTER TOTAL MARKS :	700	-	700
2ND SEMESTER TOTAL MARKS :	700		700
3RD SEMESTER TOTAL MARKS :	800	100	900
4TH SEMESTER TOTAL MARKS :	800	100	900
GRAND TOTAL :			3200

