

M.B.A. Exam. 2014  
(Semester Pattern)

Prospectus No. 2014156

संत गाडगेबाबा अमरावती विद्यापीठ  
SANT GADGE BABA AMRAVATI UNIVERSITY

अभ्यासक्रमिका  
वाणिज्य विद्याशाखा  
(FACULTY OF COMMERCE)

**PROSPECTUS**  
OF

MASTER OF BUSINESS ADMINISTRATION  
(Semester Pattern Two Year Degree Course)  
Semester - I & III Exam. Winter-2014  
Semester - II & IV Exam. Summer - 2015



2014

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**NATURE OF QUESTION PAPER FOR M.B.A.  
SEMESTER I, II, III & IV EXAMINATIONS**

1. The question paper shall have three sections, viz. A, B, and C
2. Section "A" shall have one question of conceptual nature carrying 14 marks. The question shall have internal option.
3. Section "B" shall have three questions, divided into two parts each, of which one part shall be of conceptual nature and the other part shall be of applied nature. Each part shall have 7 marks. Each question shall have internal option.
4. Section 'C' shall consist of case study/ problems carrying 14 marks, divided into two or more subquestion.

**NORMS FOR THEORY PAPERS & DISSERTATION**

1. For all theory papers 3 periods per week in all a minimum of 45 periods per subject per semester.
2.
  - a) For dissertation work there shall be a batch of maximum 6 students per guide teacher.
  - b) For one batch of 6 students three periods per week shall be the workload allotted for guidance of the dissertation.
3. There shall be minimum 5 students for every additional specialization at M.B.A. II level.

**DIRECTION**

No.: 26/2011

Date: 25/5/2011

**Subject : Examinations Leading to the Degree of Master of  
Business Administration (M.B.A) (Semester  
Pattern-Two Year Course) Direction 2011.**

Whereas, Ordinance No.12 of 1985 and Regulation No. 42 of 2003 relating to the Examinations Leading to the Degree of Master of Business Administration (M.B.A) (Bi-Annual pattern-Two Year Course) is in existence in the University.

AND

Whereas, the Academic Council has accepted the new syllabi and revise scheme of examination for Master of Business Administration Semester-I,II,III & IV along with Credit Based Performance and Assessment System in its meeting held on 30/3/2011 vide item No. 24(5) B) R-1

AND

Whereas, the Academic Council in its meeting held on 30/3/2011 has resolved to refer the matter to the Ordinance Committee for amending the respective Ordinance/Regulation.

AND

Whereas, the revised scheme of examinations, eligibility criteria and other provisions for Semester-I&II of M.B.A. is to be implemented from the academic session 2011-2012 .

AND

Whereas, the new syllabi of M.B.A. Semester-I&II is to be made available from the academic session 2011-2012 .

AND

Whereas the matter for changing the scheme of examination and other provisions is required to be regulated by the Regulation/ Ordinance is time consuming process.

AND

Whereas, it is necessary to provide the Schemes of examinations along with other details with eligibility criteria for the purpose of admissions to the M.B.A. Semester-I&II course for the session 2011-2012.

Now, therefore, I, Dr. M.K.Khedkar, Vice Chancellor of Sant Gadge Baba Amravati University, Amravati in exercise of the powers conferred upon me under sub-section (8) of section 14 of the Maharashtra Universities Act., 1994, do hereby direct as under-

1. This Direction may be called "Examinations Leading to the Degree of Master of Business Administration (Two Year Course – Semester Pattern), Direction 2011".
2. This direction shall come into force from –
  - i) the academic session 2011-2012 for Semesters I & II of M.B.A.Part-I, and
  - ii) the academic session 2012-2013 for Semesters III & IV of M.B.A.Part-II.
3. There shall be four semester examinations leading to the Degree of Master of Business Administration namely-
  - i) MBA Part-I consists of Semester-I & II examinations, and;
  - ii) MBA Part-II consists of Semester-III & IV examinations.
4. The students who have passed any bachelor degree with 50% for open category and 45% for Reserved Categories are eligible for admission in MBA and as decided by admission authority i.e. Directorate of Technical Education, Mumbai.
5. The examinations shall be held at such places and on such dates as may be appointed by the Board of Examination.
6. The fee for the Examination shall be as prescribed by the competent authority from time to time.
7. (i) The scope of the subjects shall be as indicated in the Syllabus.  
(ii) The medium of Instruction and examination shall be English.
8. The Schemes of teaching and examinations for MBA course, computation of SGPA & CGPA and illustrative example for results in Grade Point System shall be as provided under Appendix/Appendices appended with the direction.
9. The system of evaluation will be as follows:  
Theory, internal marks, dissertation, viva, will be evaluated in terms of marks. Then marks will be converted into a grade and later a grade point average. Results will be declared for each semester and the final examination will give total grade and grade point average.
10. A total of 128 credits have to be taken by the students to complete the programme.

11. The computation of Semester Grade Point Average (SGPA) and Cumulative Grade Point Average (CGPA) of an examinee of *post graduate course* shall be as given below :-

The marks will be given in all examinations which will include internal assessment marks and the total marks for each Theory shall be converted into Grades as shown in Table.

SGPA shall be calculated based on Grade Points corresponding to Grade and the Credits allotted to respective Theory shown in the scheme for respective semester.

SGPA shall be computed for I, II, III, & IV Semester and CGPA shall be computed only in IV Semester based on SGPAs of I, II, III, & IV Semester. :-

$$SGPA = \frac{C1 \times G1 + C2 \times G2 + \dots + Cn \times Gn}{C1 + C2 + \dots + Cn}$$

Where C1 = Credit of individual Subject

G1 = Corresponding Grade Point obtained in the respective Subject

$$CGPA = \frac{(SGPA)I \times (Cr)I + (SGPA)II \times (Cr)II + (SGPA)III \times (Cr)III + (SGPA)IV \times (Cr)IV}{(Cr)I + (Cr)II + (Cr)III + (Cr)IV}$$

Where (SGPA) I,II,III,IV = SGPA of I, II, III, IV Semester

(Cr) I,II,III,IV = Total Credits for I, II, III, IV Semester

**Table No. 1**  
**Table of Grade, Percentage of Marks and Grade Points for MBA Examination**

Grade	Range of Marks obtained out of 100 or equivalent fraction	Grade Points
A+	90-100	10
A	80-89	9
B+	70-79	8
B	60-69	7
C+	55-59	6
C	50-54	5
D	Below 50	Fail
Z	Absent in Examination	—



**Table No. 2**  
**Table of Grade, Percentage of Marks and Grade Points for**  
**MBA Examination**

Grade Points	Final Grade
9.00 - 10	A+
8.00 - 8.99	A
7.00 - 7.99	B+
6.00 - 6.99	B
5.50 - 5.99	C+
5.00 - 5.49	C
Below 5.00	D (Fail)
Z	Absent in Examination

No person shall be admitted to an examination under this Direction, if he/she has already passed the same examination, or an equivalent examination of any other Statutory University.

As soon as possible after the examinations the Board of Examinations shall publish a list of successful examinees. The results of final MBA examinations shall be classified as said before and merit list shall be notified as per Ordinance No.6.

The provisions of ordinance No.18 of 2001 to provide grace marks for passing in a head of passing and improvement of division (Higher Class) and getting Distinction in the subjects and condonation of deficiency of marks in a subject shall apply to the examinations under this Direction.

- (A) Minimum No. of students offering additional specialization per subject be 5.
- (B) The student offering additional specialization shall have to appear for all theory papers and submit dissertation in the subject.
- (C) The student will have to seek admission as a regular student & will have to pay tuition fee Rs.16000/- as well as admission fee as prescribed by the institution.
- (D) A student desirous of pursuing a course in additional specialization after completion of his regular MBA course

from this university may do so by getting duly admitted to this course in the beginning of the session within the prescribed time limit for admission given by the university. In such case the student shall opt for any one specialization group and shall be required to take examination for only 6 subjects of that specialization.

16. In Order to pass at the Semester I,II,III & IV Examinations an examinee shall obtain not less than 50% marks in each paper and at least 50% of the aggregate marks in all the theory papers taken together as given in appendices A,B,C & D.
17. (I) An examinee getting D grade in internal assessment will be allowed to improve his/her Grade by taking additional assignment and submitting them to the teacher.  
(II) An examinee getting D grade in Dissertation will be allowed to improve his/her Grade by submitting a fresh Dissertation.  
(III) For improving his/her grade as in (I) and (II) above will have to pay an additional fee of Rs.500/-

**Scheme of examination for Internal Assessment Marks for**  
**Sem I, Sem II, Sem III and Sem IV**

For all theory papers (Excluding Internal Assessment Papers) there shall be 70 marks for each university examinations paper & 30 marks for internal assessment. The Division of internal assessment marks i.e. 30 Marks will be as follows.

2	Class room tests	20
2	Home Assignments/ Projects/Seminar	10
<b>Total Marks for internal Assessment</b>		<b>30</b>

1<sup>st</sup> Class test should be based on any two units whereas 2<sup>nd</sup> class test should be based on remaining three units. Pattern of question paper will be like university examination paper (Text and Application).

The minimum passing for internal assessment shall be 15 marks i.e.50% of the total internal marks. Papers of subject code M.B.A.108 and M.B.A. 208, shall be internally assessed. The assessment shall be based on assignment to be submitted by the candidates. The minimum number of assignments/tests, shall be 5 per paper of 20 marks each. The assessment of these papers

will be shown by the grade. The students getting 'D' grade fails in the paper.

#### Scheme of Examination of Dissertation

Assessment of papers M.B.A. 307 & M.B.A.407 i.e. Dissertation shall be done by internal and external examiners out of 100 marks distributed as 65 marks for dissertation and 35 marks for viva voce. The viva shall be conducted both by internal and external examiners

\*\* Marks obtained in internal assessment papers will be converted in grades as per Table No. 1

The student getting 'D' grade will be declared as 'Fail' in the Dissertation.

17. A student appearing for M.B.A.Semester III & IV Examination will have to pay an additional fee of Rs.500/- for Dissertation in addition to usual Examination fees.
19. Examinees successful at the Semester-I, II & III Examination shall be entitled to receive a Certificate signed by the Registrar, and those successful at the Semester-IV Examination shall on payment of the prescribed fees, receive a Degree in the prescribed form signed by the Vice-Chancellor.

### Appendix-A Master of Business Administration Course Semester- I

Subject Code	Name of Subject	Hrs/ Week	Credits	Examination Scheme						Total Max Mark	Min. Agg. Mark
				Duration of Exam Hours	External		Internal				
					Max. Marks	Min. Pass Marks	Max. Marks	Min. Pass Marks			
MBA/101	Principles And Practice of Management	3	4	3	70	35	30	15	100	350	
MBA/102	Managerial Economics	3	4	3	70	35	30	15	100		
MBA/103	Managerial Skill Development	3	4	3	70	35	30	15	100		
MBA/104	Accounting for Managers	3	4	3	70	35	30	15	100		
MBA/105	Organisation Behaviour and Effectiveness	3	4	3	70	35	30	15	100		
MBA/106	Business Ethics	3	4	3	70	35	30	15	100		
MBA/107	Management Information System	3	4	3	70	35	30	15	100		
MBA/108	Quantitative Methods	3	4	—	—	—	Internal Assessment Paper				
<b>Total</b>		<b>24</b>	<b>32</b>						<b>700</b>	<b>350</b>	

### Appendix-B Master of Business Administration Course Semester- II

Subject Code	Name of Subject	Hrs/ Week	Credits	Examination Scheme						Total Max Mark	Min. Agg. Mark
				Duration of Exam Hours	External		Internal				
					Max. Marks	Min. Pass Marks	Max. Marks	Min. Pass Marks			
MBA/201	Business Environment	3	4	3	70	35	30	15	100	350	
MBA/202	Research Methodology	3	4	3	70	35	30	15	100		
MBA/203	Human Resources Management	3	4	3	70	35	30	15	100		
MBA/204	Financial Management	3	4	3	70	35	30	15	100		
MBA/205	Marketing Management	3	4	3	70	35	30	15	100		
MBA/206	Production and Operations Management	3	4	3	70	35	30	15	100		
MBA/207	Logistics Management	3	4	3	70	35	30	15	100		
MBA/208	Management Science	3	4	—	—	—	Internal Assessment Paper				
<b>Total</b>		<b>24</b>	<b>32</b>						<b>700</b>	<b>350</b>	



**Appendix-C  
Semester- III**

Subject Code	Name of Subject	Hrs/ Week	Credits	Examination Scheme							Min. Agg. Mark
				Duration of Exam Hours	External		Internal		Total Max Mark		
					Max. Marks	Min. Pass Marks	Max. Marks	Min. Pass Marks			
MBA/301	Business Law	3	4	3	70	35	30	15	100		
MBA/3101/F	Indian Financial System	3	4	3	70	35	30	15	100		
MBA/3102/F	Banking System	3	4	3	70	35	30	15	100		
MBA/3103/F	Working Capital Management	3	4	3	70	35	30	15	100		
MBA/3104/F	International Financial Management	3	4	3	70	35	30	15	100		
MBA/3105/F	Investment Science	3	4	3	70	35	30	15	100		
MBA/3106/F	Risk Management	3	4	3	70	35	30	15	100		
MBA/3201/M	International Business Strategy	3	4	3	70	35	30	15	100		
MBA/3202/M	Sales & Distribution Management	3	4	3	70	35	30	15	100		
MBA/3203/M	Consumer Behavior	3	4	3	70	35	30	15	100		
MBA/3204/M	Advertising Management	3	4	3	70	35	30	15	100		
MBA/3205/M	Brand Management	3	4	3	70	35	30	15	100		
MBA/3206/M	Agriculture Marketing	3	4	3	70	35	30	15	100		
MBA/3301/H	Management of Industrial Relations	3	4	3	70	35	30	15	100	350	
MBA/3302/H	Human Relations & Legal Framework	3	4	3	70	35	30	15	100		
MBA/3303/H	Compensation Management	3	4	3	70	35	30	15	100		
MBA/3304/H	Human Resource Development	3	4	3	70	35	30	15	100		
MBA/3305/H	Management of Training & Development	3	4	3	70	35	30	15	100		
MBA/3306/H	Performance Management	3	4	3	70	35	30	15	100		
MBA/3401/P	Purchasing And Materials Management	3	4	3	70	35	30	15	100		
MBA/3402/P	Production Planning And Control	3	4	3	70	35	30	15	100		
MBA/3403/P	Ergonomics	3	4	3	70	35	30	15	100		
MBA/3404/P	World Class Manufacturing	3	4	3	70	35	30	15	100		
MBA/3405/P	Principles and Practices of Safety Management	3	4	3	70	35	30	15	100		
MBA/3406/P	Costing for Production	3	4	3	70	35	30	15	100		
MBA/307	Dissertation	3	4	—	—	—	Internal Assessment				
<b>Total</b>		<b>24</b>	<b>32</b>						<b>700</b>	<b>350</b>	

**Appendix-D  
Semester- IV**

Subject Code	Name of Subject	Hrs/ Week	Credits	Examination Scheme							Min. Agg. Mark
				Duration of Exam Hours	External		Internal		Total Max Mark		
					Max. Marks	Min. Pass Marks	Max. Marks	Min. Pass Marks			
MBA/401	Strategic Management	3	4	3	70	35	30	15	100		
MBA/4101/CGF	Financial Decision Analysis	3	4	3	70	35	30	15	100		
MBA/4102/CGF	Security Analysis And Portfolio Management	3	4	3	70	35	30	15	100		
MBA/4103/CGF	Financial Derivatives	3	4	3	70	35	30	15	100		
MBA/4104/CGF	Management Of Financial Services	3	4	3	70	35	30	15	100		
MBA/4105/CGF	Foreign Exchange Market	3	4	3	70	35	30	15	100		
MBA/4106/CGF	Insurance Management	3	4	3	70	35	30	15	100		
MBA/4201/SM	Sales & Promotion Management	3	4	3	70	35	30	15	100		
MBA/4202/SM	Marketing Of Services	3	4	3	70	35	30	15	100		
MBA/4203/SM	Marketing Of Social Services	3	4	3	70	35	30	15	100		
MBA/4204/SM	Retail Marketing	3	4	3	70	35	30	15	100		
MBA/4205/SM	Rural Marketing	3	4	3	70	35	30	15	100		
MBA/4206/SM	International Marketing	3	4	3	70	35	30	15	100		
MBA/4401/OB	Human Behavior At Work Place	3	4	3	70	35	30	15	100	350	
MBA/4402/OB	Organization Development	3	4	3	70	35	30	15	100		
MBA/4403/OB	Management Of Group Process	3	4	3	70	35	30	15	100		
MBA/4404/OB	Corporate Leadership Management	3	4	3	70	35	30	15	100		
MBA/4405/OB	Knowledge Management	3	4	3	70	35	30	15	100		
MBA/4406/OB	International HRM	3	4	3	70	35	30	15	100		
MBA/4401/OM	Service Operations Management	3	4	3	70	35	30	15	100		
MBA/4402/OM	Applied Operations Research	3	4	3	70	35	30	15	100		
MBA/4403/OM	Transportation Management	3	4	3	70	35	30	15	100		
MBA/4404/OM	Total Quality Management	3	4	3	70	35	30	15	100		
MBA/4405/OM	Industrial Health And Disaster Management	3	4	3	70	35	30	15	100		
MBA/4406/OM	Project Management	3	4	3	70	35	30	15	100		
MBA/407	Dissertation	3	4	3	—	—	Internal Assessment				
<b>Total</b>		<b>24</b>	<b>32</b>						<b>700</b>	<b>350</b>	



**Specialization:-**

A candidate can offer any one specialization from amongst the available electives for Sem III given in Appendix 'C' for Semester -III.

A candidate can offer any one specialization from amongst the available electives for Sem IV given in Appendix 'D' for Semester -IV.

**The Specialization Codes and Titles are tabulated below**

Sr. No.	Semester	Specialization Code	Title of pecialization
1	III	F	Financial Management
2		M	Marketing Management
3		H	Human Resource Management
4		P	Production Management
5	IV	CGF	Corporate & Global Finance
6		SM	Services Marketing
7		OB	Organizational Behavior
8		OM	Operations Management

Sd/-

Amravati.  
Date:24/5/2011

(Dr. M.K.Khedkar)  
Vice-Chancellor

\*\*\*\*

**DIRECTION**

No. 24/2012

Date : 6/6/2012

Subject : **Corrigendum to Direction No. 26 of 2011 in respect of Examinations leading to the Degree of Master of Business Administration (M.B.A.) (Bi-Annual pattern) (Two year course) .**

Whereas, Direction No. 26 of 2011 in respect of Examinations leading to the Degree of Master of Business Administration (M.B.A.) (Bi-Annual pattern) (Two year course) is in existence in the University.

**AND**

Whereas, the Academic Council in its meeting held on 5/5/2012 vide Item No.74 (A) has resolved to accept the revised tables

providing grade, percentage of marks and grade points and class/division for M.B.A. examinations.

**AND**

Whereas, the Academic Council in its meeting held on 5/5/2012 vide Item No.74 (B) has resolved to accept the corrections in subject code of MBA/307, MBA/4401/OB, 4402/OB, 4403/OB, 4404/OB, 4405/OB, MBA/4406/OB, and MBA/407, in the scheme of examinations of M.B.A. Semester-III & IV respectively.

**AND**

Whereas, the Academic Council in its meeting held on 5/5/2012 has resolved to refer the matter to the Ordinance Committee to make amendments in the respective Ordinance/Regulation.

**AND**

Whereas, the revised scheme for providing Grade and Grade points is to be implemented from the academic session 2011-2012.

**AND**

Whereas, the revised scheme of examinations for M.B.A. Semester-III & IV is to be implemented from the academic session 2012-13.

**AND**

Whereas, Hon'ble Vice Chancellor has accepted the scheme of examination and syllabi of additional electives namely Pharmaceutical Management, Sports Management, and Health Care Management of Semester-III & IV of M.B.A. course on behalf of Faculty of Commerce and Academic Council under sub section (7) of section 14 of the Maharashtra Universities Act,1994 as recommended by the Board of Studies in Business Management, which is to be implemented from the academic session 2012-2013.

**AND**

Whereas, the matter for changing the scheme of examinations is required to be regulated by the Regulation, and making amendment in respective Regulation is time consuming process.

**AND**

Whereas, the scheme of examination along with syllabi of M.B.A. Semester-III&IV is to be made available for the academic session 2012-2013.

Now, therefore, I, Dr. M.K. Khedkar, Vice-Chancellor, Sant Gadge Baba Amravati University, Amravati in exercise of the powers conferred upon me under sub section (8) of section 14 of the Maharashtra Universities Act,1994, do hereby direct as under-

- 1) This Direction may be called "Corrigendum to Direction No. 26 of 2011 in respect of Examinations leading to the Degree of Master of Business Administration (M.B.A.) (Bi-Annual pattern) (Two year course)".
- 2) This direction shall come into force from the date of its issuance.
- 3) The following corrections be made in Direction No. 26 of 2011 for rectifying the Direction which are to be implemented from the academic session 2011-12 as follows-

"The present tables i.e. Table No.1 and Table No.2 appearing under Para 11 of Direction No. 26 of 2011 be substituted by the tables as given in **Appendix-A**.

- 4) The following new optional subjects along with scheme of teaching, credit, and examination be added under the subject code MBA/3406/P in the scheme of examination of M.B.A. Semester-III under the Appendix-C which was appended with the Direction No. 26 of 2011, which is to be implemented from the examination of Winter-2012.

Subject Code	Name of Subject	Hrs/ Week	Credits	Examination Scheme					Total Max Marks
				Duration of Exam Hours	External		Internal		
					Max. Marks	Min. Pass Marks	Max. Marks	Min. Pass Marks	
MBA/3501/PH	Brand Promotion & Marketing in Pharmaceutical Industry	3	4	3	70	35	30	15	100
MBA/3502/PH	Customer Behaviour in Pharmaceutical Industry	3	4	3	70	35	30	15	100
MBA/3503/PH	Production Management in Pharmaceutical Industry	3	4	3	70	35	30	15	100
MBA/3504/PH	Material Management in Pharmaceutical Industry	3	4	3	70	35	30	15	100
MBA/3505/PH	Sales & Distribution Management in Pharmaceutical Industry	3	4	3	70	35	30	15	100
MBA/3506/PH	Pharmaceutical Regulatory Environment	3	4	3	70	35	30	15	100
MBA/3601/SP	Fundamentals of Management of Sports	3	4	3	70	35	30	15	100
MBA/3602/SP	Human Resource Management for Sports	3	4	3	70	35	30	15	100
MBA/3603/SP	Sports Marketing	3	4	3	70	35	30	15	100
MBA/3604/SP	Financial Management And Economics for Sports	3	4	3	70	35	30	15	100
MBA/3605/SP	Sports Facilities Management	3	4	3	70	35	30	15	100
MBA/3606/SP	Sports Media Management	3	4	3	70	35	30	15	100

- 5) The subject code of MBA/307 in the scheme of examination of M.B.A. Semester –III under the Appendix-C which was appended with the Direction No. 26 of 2011 be substituted by the word & figure MBA/308.
- 6) The subject code MBA/4401/OB, 4402/OB, 4403/OB, 4404/OB, 4405/OB, MBA/4406/OB in the scheme of examination of M.B.A. Semester-IV under the Appendix-D which was appended with the Direction No. 26 of 2011 be substituted by the words & figures MBA/4301/OB, 4302/OB, 4303/OB, 4304/OB, 4305/OB, MBA/4306/OB respectively.
- 7) The following new optional subjects along with scheme of teaching, credit, and examination be added under the subject code MBA/4406/OM in the scheme of examination of M.B.A. Semester-IV under the Appendix-D which was appended with the Direction No. 26 of 2011, which is to be implemented from the examination of Summer-2013.

Subject Code	Name of Subject	Hrs/ Week	Credits	Examination Scheme					
				Duration of Exam Hours	External		Internal		Total Max Marks
					Max. Marks	Min. Pass Marks	Max. Marks	Min. Pass Marks	
MBA/4501/HC	Health Care Management & Administration	3	4	3	70	35	30	15	100
MBA/4502/HC	Human Resource Management for Health Care	3	4	3	70	35	30	15	100
MBA/4503/HC	Management of Clinical Services	3	4	3	70	35	30	15	100
MBA/4504/HC	Economics of Health Care Management	3	4	3	70	35	30	15	100
MBA/4505/HC	Information Technology in Health Care	3	4	3	70	35	30	15	100
MBA/4506/HC	Hospital Support Services	3	4	3	70	35	30	15	100

- 8) The subject code of MBA/407 in the scheme of examination of M.B.A. Semester –IV under the Appendix-D which was appended with the Direction No. 26 of 2011 be substituted by the word & figure MBA/408.

Amravati.

Dated: 5/6/2012

Sd/  
(Dr.M.K.Khedkar)

Vice-Chancellor



## Appendix-A

**Table No.1**  
**Table of Grade, Percentage of marks and Grade points for**  
**M.B.A.Examinations**

Grade	Range of Marks obtained out of 100 or equivalent fraction	Grade Points
AA	90-100	10
AB	80-89	9
BB	70-79	8
BC	60-69	7
CC	55-59	6
CD	50-54	5
FF	Below 50	0
ZZ	Absent in Examination	

**Table No.2**  
**Table of Grade Points for SGPA and CGPA for M.B.A.Examinations**

Grade Points	Final Grade
9 - 10	AA
8 - 8.99	AB
7 - 7.99	BB
6 - 6.99	BC
5.5 - 5.99	CC
5 - 5.49	CD
0 - 4.99	FF
Absent in Examination	ZZ

**Table No.3**  
**Table of Equivalence of Class/Division to CGPA**

Sr. No.	CGPA	Class/Division
1.	7.5 or more than 7.5	First Class with Distinction
2.	6.00 or more but less than or equal to 7.49	First Class
3.	5.50 or more but less than or equal to 5.99	Higher Second Class
4.	5.00 or more but less than or equal to 5.49	Second Class

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## DIRECTION

No. 37/2012

Date : 8/11/2012

Subject : **Corrigendum to Direction No. 26 of 2011 & 24 of 2012 in respect of Examinations leading to the Degree of Master of Business Administration (M.B.A.) (Semester pattern-Two year course) .**

Whereas, Direction No. 26 of 2011 & 24 of 2012 in respect of Examinations leading to the Degree of Master of Business Administration (M.B.A.) (Semester pattern-Two year course) is in existence in the University.

**AND**

Whereas, the Academic Council in its meeting held on 28/8/2012 vide Item No.91 has resolved to accept the paper titles to be revised under the Appendix-C & D of the papers MBA/3201/M, MBA/3206/M, MBA/4201/SM, MBA/4203/SM, MBA/4206/SM and MBA/4302/OB in the scheme of Examinations of M.B.A. Semester-III & IV respectively.

**AND**

Whereas, the Academic Council in its meeting held on 28/8/2012 has resolved to refer the matter to the Ordinance Committee to make amendments in the respective Ordinance/Regulation.

**AND**

Whereas, the matter for changing the scheme of examinations is required to be regulated by the Regulation, and making amendment in respective Regulation is time consuming process.

**AND**

Whereas, the revised titles in the scheme of examinations of Semester-III & IV of M.B.A. is to be implemented from the academic session 2012-13.

Now, therefore, I, Dr. M.K. Khedkar, Vice-Chancellor, Sant Gadge Baba Amravati University, Amravati in exercise of the



powers conferred upon me under sub section (8) of section 14 of the Maharashtra Universities Act, 1994, do hereby direct as under-

- 1) This Direction may be called "Corrigendum to Direction No. 26 of 2011 & 24 of 2012 in respect of Examinations leading to the Degree of Master of Business Administration (M.B.A.) (Semester pattern) (Two year course) Direction 2012".
- 2) This direction shall come into force from the date of its issuance.
- 3) The following corrections be made in scheme of examination under the Appendix-C & D appended with the Direction No. 26 of 2011 & 24 of 2012 for rectifying the Direction which are to be implemented from the academic session 2012-13 for M.B.A. Semester-III & IV as follows-
  - i) the paper title "International Business Strategy" appearing against the paper Code No.MBA/3201/M be substituted by the paper title "International Marketing Strategy"
  - ii) the paper title "Agriculture Marketing" appearing against the paper Code No.MBA/3206/M be substituted by the paper title "Agro Business Marketing"
  - iii) the paper title "Sales and Promotion Management" appearing against the paper Code No.MBA/4201/SM be substituted by the paper title "Sales Promotion Management"
  - iv) the paper title "Marketing of Social Services" appearing against the paper Code No.MBA/4203/SM be substituted by the paper title "Marketing for Non-Profit Organisations and Social Services"
  - v) the paper title "International Marketing" appearing against the paper Code No.MBA/4206/SM be substituted by the paper title "International Marketing Environment"

- vi) the paper title "Organization Development" appearing against the paper Code No.MBA/4302/OB be substituted by the paper title "Organizational Development and Intervention Strategies"

Amravati.  
Dated: 7/11/2012

Sd/-  
(Dr.M.K.Khedkar)  
Vice-Chancellor