

HARLAL INSTITUTE OF MANAGEMENT AND TECHNOLOGY			
Department of Mangement Studies			
BBA FIRST YEAR			
List of E-Content Semester-II			
(BBA-201: ORGANISATION BEHAVIOUR)			
S.No	Unit	Particulars	Link
1	Unit-I	Introduction, nature and scope of OB	https://drive.google.com/open?id=1VvwB_gSxJ8fCMDq_2iceil_kyIK9wBjw
2		Challenges and opportunities for OB	https://drive.google.com/open?id=1WpntvBPDCbzlt1g1P0o1W0TbOUFBIAtb
3		Organization Goals, Models of OB	https://drive.google.com/open?id=1Fnbs2e7Vze0Yj35miSZgoy6Kkc9kFZBY
4		Impact of Global and Cultural diversity on OB	https://drive.google.com/open?id=1NX8JdgRQfWLOJJ1GTM4cDo6KdIA90Lm8
5	Unit-II	Individual Behavior - Individual behavior, Personality	https://drive.google.com/open?id=1TLtGJ3jxFiUzyntUWmAgmKzH6V2JYQy
6		Perception and its role in individual decision making, Learning, Motivation	https://drive.google.com/open?id=1grvHQTcPbJP0EtcNKgt-xyikNFVlhyEd
7		Hierarchy of needs theory, Theory X and Y	https://drive.google.com/open?id=1HDtfu0PPyG-4aXW0npHgZAfqi_XFIOn
8		Motivation- Hygine theory, Vrooms Expectancy theory	https://drive.google.com/open?id=18_iQTGHT_pzsoco9taT_FYjomwDH3fPD
9	Unit III	Behavior Dynamics: Interpersonal behavior, Communication	https://drive.google.com/open?id=1e42X7qRggIODINWXWCTAy-T-U5Vp7jOj
10		Transaction Analysis, The Johari Window	https://drive.google.com/open?id=1XZZxaHLf0ZpG_fz6CbQuBLz19tsJzAsh
11		Leadership, Its Theories and Prevailing Leadership styles in Indian Organisations	https://drive.google.com/open?id=1j3ySn-aMSqzxX3S9eVe-Q3yt5znuaakT
12	Unit-IV	Group Behavior: Definition and classification of Groups, Types of Group Structures	https://drive.google.com/open?id=1uo-WJEBdyVjEwp6ufHEjOxX-8N74Ut73
13		Group decision making, Teams Vs Groups	https://drive.google.com/open?id=1RZYHjFhPZUciNn2inoTye_EZsbcc38U
14		Contemporary issues in managing teams, Inter group problems in organizational group dynamics, Management of conflict	https://drive.google.com/open?id=10DKVEZhdgrGW5qmeYdL3uc3er9lyD43b
15	Unit-V	Management of Change: Change and Organisational development, Resistance to change	https://drive.google.com/open?id=14RQUgSe8n5bTdcR7Vuob73ZsCK9jKdoq
16		Approaches to managing organizational change, Organisational effectiveness	https://drive.google.com/open?id=1EGHfjnAmF_XNQuNS7nfeO4ENSnbCNa62
17		Organisational culture, Power and Politics in Organisational Quality of work life, Recent advances in OB	https://drive.google.com/open?id=1OJ5uGHoYCCMqXqF26XSqqAbIcQT1LF-7
(BBA-202: BUSINESS COMMUNICATION)			

S.No	Unit	Particulars	Link
1	Unit-I	Meaning and objective of Business communication	https://drive.google.com/folderview?id=17uCfD4pK9ZBEw7cD42Z_vujoD-_dUSh9
2		Forms of Communication	
3		Communication model and process	
4		Principles of Effective Communication	
5		Classification of communication	
6	Unit-II	Corporate Communication	https://drive.google.com/folderview?id=17wNR-hq0vv11DQFG8OsD8FU4cxlpGLJK
7		Formal and Informal Communication	
8		Networks, Grapevine	
9		Barriers in Communication, Groups discussion	
10		Mock Interviews, Seminars, Individual and Group Presentations	
11	Unit III	Essential of effective Business letters,	https://drive.google.com/folderview?id=17RbnHhOPv3BKZ2NNzhU83ppXytpZKmq
12		Writing Important Business letters including correspondence letters	
13		Bank and Insurance companies.	
14	Unit-IV	Oral & Non-verbal communication	https://drive.google.com/folderview?id=17me-Z5a7pzKDS7F8hn24HDm1Wc85Ersf
15		Principles of Oral Presentation	
16		Factors affecting Presentation,	
17		effective Presentation skills and conducting Surveys.	
18		Body Language, Para Language, Effective Listening, Interviewing skill	
19		Writing resume and Letter or application	
20	Unit-V	Modern forms of communication	https://drive.google.com/folderview?id=17pkynb6xp6DbBV3xLetZDQSpshLQr6yF
21		International communication	
22		Cultural sensitiveness and cultural context,	
23		Writing and presenting in international situations.	

(BBA-203: INDIAN ECONOMY)

S.No	Unit	Particulars	Link
1	Unit-I	Meaning of Economy, Economic growth & development	https://drive.google.com/open?id=1YsldzHXovfjwcEIBMg1Q7qBwx-IDQsWL
2		characteristics of India Economy	https://drive.google.com/open?id=1Yjj-pGau5zVeOkvmf-bUWhFUq-gTUqMp
3		Factors affecting economic development	https://drive.google.com/open?id=125CTCQfweVjrsu87NAMNfMiKYmICXk

4	Unit-II	Economic Resources of India	https://drive.google.com/open?id=1xNTY_zwQdOs9WF-Okj6YQvRqFgwCJ6jt
5		Population Explosion	https://drive.google.com/open?id=1xMbHf-LCi7QgFaZ5HkmUvo-5ta5HK7iW
6		Population policy of India, Problem of Unemployment in India	https://drive.google.com/open?id=1oGJ8wAgGck02ddvTK0SmO81kmavyZKYG
7	Unit-III	Economic planning in India	https://drive.google.com/open?id=1xWEd2xLTAQiJHr3Nc-b0wqD-2Bjl462U
8		Planning commission	https://drive.google.com/open?id=1XgZbgpLoSkPvAlwAh_ITpZpUajcOAmhC
9		Five Year Plans	https://drive.google.com/open?id=1XgZbgpLoSkPvAlwAh_ITpZpUajcOAmhC
10		Critical evaluation of current Five Year Plan	https://drive.google.com/open?id=1So3keQuHJTescVWrugJhB8dG28u6b2Y7
11	Unit-IV	Problems and prospects of Indian Agriculture	https://drive.google.com/open?id=1P_0ZBTMLdyoE_456zY3lxzqF_hGDHCzw
12		agriculture development during plan period	https://drive.google.com/open?id=1P_0ZBTMLdyoE_456zY3lxzqF_hGDHCzw
13		Problems and Prospects of Large Scale Industries	https://drive.google.com/open?id=1BdwmNo9fgktS3a6oFXtvOVqMoUH5WZ0Z
14	Unit-V	Service and Entrepreneurial Sector	https://drive.google.com/open?id=1U7WJph2GkrklU2WdepbBwad2tJW9cUjJ
15		role of Commercial Bank and Financial Institutions	https://drive.google.com/open?id=1U7WJph2GkrklU2WdepbBwad2tJW9cUjJ
16		Role of Small Scale Industries in Indian Economy	https://drive.google.com/open?id=1tPs8trulS4t7Bw6Th48fulqzGTqRSsWb

(BBA-204 Business Statistics)

<u>S.No</u>	<u>Unit</u>	<u>Particulars</u>	<u>Link</u>
1	Unit-I	Statistics: Introduction, Definition, Application and limitations of Statistics.	https://drive.google.com/file/d/18qGP6hgrBgOI6H5a7Glq5JgbQjCrXQDH/view?usp=drivesdk
2		Data and it's type., Tabulation, Frequency distribution of data.	https://drive.google.com/file/d/18qGP6hgrBgOI6H5a7Glq5JgbQjCrXQDH/view?usp=drivesdk
3		Graphical representation of data.	https://drive.google.com/file/d/18qGP6hgrBgOI6H5a7Glq5JgbQjCrXQDH/view?usp=drivesdk
4	Unit-II	Measure of Central Tendency: Mean, Median and Mode.	https://drive.google.com/file/d/1P0_vnYPWs6p8KJgQtUF4Tk7lxyWP4ms/view?usp=drivesdk
5		Measure of Variation: Significance and Properties of a good measure of variation., Range, Quartile deviation, Mean deviation and Standard deviation	https://drive.google.com/file/d/1P0_vnYPWs6p8KJgQtUF4Tk7lxyWP4ms/view?usp=drivesdk

6		Measure of Skewness and Kurtosis.	https://drive.google.com/file/d/1P0_vnYPWs6p8KJgQtUF4Tk7lxyWP4ms/view?usp=drivesdk
7	Unit-III	Correlation: Introduction, Definition and types of Correlation.	https://drive.google.com/file/d/17R7qKSFoXTpwYdqdp1_f4UWZwzJkLD5d/view?usp=drivesdk
8		Scatter diagram method, Karl Pearson Coefficient of Correlation.	https://drive.google.com/file/d/17R7qKSFoXTpwYdqdp1_f4UWZwzJkLD5d/view?usp=drivesdk
9		Regression: Introduction, Definition and type of Regression.	https://drive.google.com/file/d/17R7qKSFoXTpwYdqdp1_f4UWZwzJkLD5d/view?usp=drivesdk
10		Regression lines, Regression equation and Coefficient of Regression.	https://drive.google.com/file/d/17R7qKSFoXTpwYdqdp1_f4UWZwzJkLD5d/view?usp=drivesdk
11	Unit-IV	Probability: Concept, Events, Addition Theorem, Multiplication Theorem	https://drive.google.com/file/d/18O2TRQyCPFB_tYAySgTaazVWEsJUmwM7/view?usp=drivesdk
12		Conditional Probability and Application of Bayes theorem.	https://drive.google.com/file/d/18O2TRQyCPFB_tYAySgTaazVWEsJUmwM7/view?usp=drivesdk
13		Probability Distribution: Introduction, Binomial distribution, Poisson distribution.	https://drive.google.com/file/d/1BErJtlw-LZd6_wDWjIWz7mFzmCb-Uyce/view?usp=drivesdk
14		Normal distribution.	https://drive.google.com/file/d/1BErJtlw-LZd6_wDWjIWz7mFzmCb-Uyce/view?usp=drivesdk
15	Unit-V	Sampling: Method of sampling, Hypothesis testing, Type-I and Type-II errors.	https://drive.google.com/file/d/1A_ydiafQyQSSfvnRV4RMHLTBguTzqyK8/view?usp=drivesdk
16		Large Sample test.	https://drive.google.com/file/d/1ArXhlfDFTC-E5t9FY1gRzDTWFKz4VcYX/view?usp=drivesdk

(BBA-205: BUSINESS ENVIRONMENT)

S.No	Unit	Particulars	Link
1	Unit-I	Concept, Significance	
2		Components of Business environment	
3		Factor affecting Business Environment	
4		Social Responsibilities of Business	
6	Unit-II	Economic Systems: Capitalism	
7		Socialism, Communism	
8		Mixed Economy Public Sector & Private Sector	
11	Unit III	Industrial Policy -Its historical perspective	
12		Socio-economic implications of Liberalisation	

13		Privatisation, Globalisation	
14	Unit-IV	Role of Government in Regulation and Development of Business	
15		Monetary and Fiscal Policy	
16		EXIM Policy, FEMA	
20	Unit-V	Overview of International Business Environment	
21		Trends in World Trade	
22		WTO- Objectives and role in international trade	
(BBA-206: PRINCIPLES OF ACCOUNTING)			
S.No	Unit	Particulars	Link
1	Unit-I	Accounting standards in India, Concept of GAAP (Generally Accepted Accounting Principles) International Accounting Standards, Accounting for Price level changes.	
2		International Accounting Standards, Accounting for Price level changes.	
3	Unit-II	Accounting of Non-trading Institutions,	https://drive.google.com/file/d/1vLQFiQjW4PRhIZIMtR17tigjJBnVvdn5/view?usp=sharing
4		Accounting of Joint Venture	https://drive.google.com/file/d/1vLQFiQjW4PRhIZIMtR17tigjJBnVvdn5/view?usp=sharing
5		Accounting of Consignment	https://drive.google.com/file/d/1vLQFiQjW4PRhIZIMtR17tigjJBnVvdn5/view?usp=sharing
6	Unit-III	Accounts of banking companies	https://drive.google.com/file/d/1vLQFiQjW4PRhIZIMtR17tigjJBnVvdn5/view?usp=sharing
7		Accounts of General Insurance companies, .	https://drive.google.com/file/d/1vLQFiQjW4PRhIZIMtR17tigjJBnVvdn5/view?usp=sharing
8		Accounts of Department	https://drive.google.com/file/d/1vLQFiQjW4PRhIZIMtR17tigjJBnVvdn5/view?usp=sharing
9		Accounts of Branch account	https://drive.google.com/file/d/1vLQFiQjW4PRhIZIMtR17tigjJBnVvdn5/view?usp=sharing
10	Unit-IV	Accounts related to Hire Purchase and Installment payment transactions,	https://drive.google.com/file/d/1KtsfIE6HVymJTEoo3bq-S1oAHxYOdDrt/view?usp=sharing
11		Accounts related to Royalty Accounts	https://drive.google.com/file/d/1kzrt4olrJ_Wd3g0M0liP3EpPa4UvZ4h-/view?usp=sharing

12	Unit-V	Partnership Accounts: Final Account	https://drive.google.com/file/d/1BHSSOrsfkQJhRa5slel2mvsGpJ-mHepO/view?usp=sharing
13		Reconstitution of Partnership firms- admission	https://drive.google.com/file/d/1BHSSOrsfkQJhRa5slel2mvsGpJ-mHepO/view?usp=sharing
14		Retirement and death of a partner	
15		Dissolution of Partnership (Excluding insolvency of Partner).	
BBA SECOND YEAR			
List of E-Content Semester-IV			
(BBA N 401, Consumer Behaviour)			
S.No.	Unit	Particulars	Link
1	Unit 1	Introduction to consumer Behavior (CB)- Importance, Scope,	https://drive.google.com/file/d/1ujbr9UO-UE-ewxgqxOzXhw-nkTfwWTYm/view?usp=drivesdk
2		need for studying CB, factors affecting CB	https://drive.google.com/file/d/1unpcf7N7MZprXZYv9CWjupxQ6HOU3mCB/view?usp=drivesdk
3		Consumer research meaning and its process	https://drive.google.com/file/d/1uq0-vDDj0X5FWAHCBR46DyY15qY0uXXD/view?usp=drivesdk
4	Unit 2	Consumer models: Economic model, Psychoanalytic model	https://drive.google.com/file/d/1utiK0EycKt6AxtKxgm8uXCg9X7PJ3z1l/view?usp=drivesdk
5		Sociological model, Howard & Seth model	https://drive.google.com/file/d/1uuv_nOcD6Ohi3pTbfzuls4TslTVmqihE/view?usp=drivesdk
6		Nicosia model, Engel-kollat-Blackwell model	https://drive.google.com/file/d/1v3yu3yOvRZmruUuBtEYAaT3Erws69z6-/view?usp=drivesdk
7	Unit 3	Individual determinates: Perception and Perceptual process	https://drive.google.com/file/d/1vAaM9FSk3tLusxVM3LlylXhoGad6WUN/view?usp=drivesdk
8		consumer learning , theories and process	https://drive.google.com/file/d/1vzrmhXeHCL4sVazjFpkZ56We0oni63kX/view?usp=drivesdk
9		consumer attitude formation, attitude measurement	https://drive.google.com/file/d/1yuot36iahIAxqAFGt6eb1zY9Gyu44fxa/view?usp=drivesdk
10		meaning and nature of personality and its theories , self conept	https://drive.google.com/file/d/1vysu0A8BCY3BS_pWxEZKsAkrHG6Dmg21/view?usp=drivesdk
11	Unit 4	Family,roles, family life cycle, reference group ,types and its influence on CB	https://drive.google.com/file/d/1zl2Y1ejSeXX-c21kaNzTD3E8H_3A1JTo/view?usp=drivesdk

12		Personal, social and cultural influence on CB	https://drive.google.com/file/d/1vtNW133EanaVhpHS3KDt73R6ZLNj56c_/view?usp=drivesdk
13		Consumer Decision making process, Consumer Communication and its process	https://drive.google.com/file/d/1vuXPmDgXNa62-iLUBV7LecGEDsw8EbuB/view?usp=drivesdk
14		consumer satisfaction	https://drive.google.com/file/d/1v8PAxq0IFHitPGJaCzE9w1YB9TmmuZAi/view?usp=drivesdk
15	Unit 5	Industrial Buying Behaviour : Participants, characteristics of industrial market	https://drive.google.com/file/d/1vboVMoG0-brorLcxjdlguX310jyGOZP/view?usp=drivesdk
16		factors influencing industrial markets, stages of industrial buying process	https://drive.google.com/file/d/1w3yxYl_qKgHRWoox0FPNd9xyxjtnUARP/view?usp=drivesdk
17		Customer and marketing of services.	https://drive.google.com/file/d/1voP8omdtUnHgdbdz_XYMJEGZjxqXx8iy/view?usp=drivesdk

(BBA-402, Financial Management)

<u>S.No</u>	<u>Unit</u>	<u>Particulars</u>	<u>Link</u>
1	Unit-I	Introduction to Financial management-Meaning, Objectives and Finance functions	https://drive.google.com/open?id=12hk_ulv8GFELBZFEmIGj_aP4ANdbydtu
2		Time value of money	https://drive.google.com/open?id=1cFAnvcYa3r6Osw2YG_d0NvDSi34mE8Bn
3	Unit-II	Capitalization concept- Basis and Types	https://drive.google.com/open?id=1Kuba2GAg7dVrljcbRgXkWj9T62NvD0Zc
4		Capital structure- Theories and Determinants	https://drive.google.com/open?id=1LBPKUtCxm8FbwyKTG-Zo1iE-Vb6r2zdv
5	Unit-III	Cost of capital- Types	https://drive.google.com/open?id=157ET8_A8vJQt1e7TGp3fDSWlg4lw5kN5
6		Capital Budgeting - Features and Methods	https://drive.google.com/open?id=1KvCySzBN-l3wyJKbjzz_LAdqHmUMP429
7		Analysis of Risk and Uncertainty	https://drive.google.com/open?id=1gLWjvUd7pi0MP7SM4HE61AWcrc851hDr
8	Unit-IV	Working capital management- Approaches, concept	https://drive.google.com/open?id=1T1zDaf0tmuo2m1O3PWuAy2RSeFmOOkiQ
9		Management of different components of WC	https://drive.google.com/open?id=1HeKNxx-lfqg69Yfxqv6SuarKsa_ooUeI
10	Unit-V	Dividend Decision- Meaning and Determinants	https://drive.google.com/open?id=1EHIGKbTsl08ocVoW8UWADhbadkRj5C_E
11		Models of Dividend	https://drive.google.com/open?id=1bfkHu_2bZ-tAf12dtp3v3KUD3qpqFIBU

(BBA-403: PRODUCTION MANAGEMENT)

<u>S.No</u>	<u>Unit</u>	<u>Particulars</u>	<u>Link</u>
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1	Unit-I	Nature & Scope of Production Management,	https://drive.google.com/file/d/1oykcLr8ixBCK2vkEFtwVz29S2QSm7oX/view?usp=sharing
2		Functions of Production Management	https://drive.google.com/file/d/1oykcLr8ixBCK2vkEFtwVz29S2QSm7oX/view?usp=sharing
3		Production Systems	https://drive.google.com/file/d/1oykcLr8ixBCK2vkEFtwVz29S2QSm7oX/view?usp=sharing
4		Responsibilities of Production manager.	https://drive.google.com/file/d/1oykcLr8ixBCK2vkEFtwVz29S2QSm7oX/view?usp=sharing
5		Production Planning & Control (PPC), Objectives of PPC.	https://drive.google.com/file/d/1oykcLr8ixBCK2vkEFtwVz29S2QSm7oX/view?usp=sharing
6	Unit-II	Types of manufacturing Systems	https://drive.google.com/file/d/1oykcLr8ixBCK2vkEFtwVz29S2QSm7oX/view?usp=sharing
7		Intermittent & Continuous Systems etc.,	https://drive.google.com/file/d/1oykcLr8ixBCK2vkEFtwVz29S2QSm7oX/view?usp=sharing
8		Product design & development	https://drive.google.com/file/d/1oykcLr8ixBCK2vkEFtwVz29S2QSm7oX/view?usp=sharing
9	Unit III	Plant Location & Plant layout.	https://drive.google.com/file/d/1oykcLr8ixBCK2vkEFtwVz29S2QSm7oX/view?usp=sharing
10	Unit-IV	Materials Management & Inventory Control	https://drive.google.com/file/d/1oykcLr8ixBCK2vkEFtwVz29S2QSm7oX/view?usp=sharing
11		Purchasing Economic lot quality/Economic order quantity(EOR)	https://drive.google.com/file/d/1oykcLr8ixBCK2vkEFtwVz29S2QSm7oX/view?usp=sharing
12		Lead time, Rorder level.	https://drive.google.com/file/d/1oykcLr8ixBCK2vkEFtwVz29S2QSm7oX/view?usp=sharing
13		Brief of ABC analysis	https://drive.google.com/file/d/1oykcLr8ixBCK2vkEFtwVz29S2QSm7oX/view?usp=sharing
14		Stock Keeping. Quality	https://drive.google.com/file/d/1oykcLr8ixBCK2vkEFtwVz29S2QSm7oX/view?usp=sharing
15	Unit-V	Control: Quality, Quality assurance	https://drive.google.com/file/d/1oykcLr8ixBCK2vkEFtwVz29S2QSm7oX/view?usp=sharing

16		Quality Circles	https://drive.google.com/file/d/1oykcLr8ixBCK2vkEFtwVz29S2QSm7oX/view?usp=sharing
17		TQM, JIT	https://drive.google.com/file/d/1oykcLr8ixBCK2vkEFtwVz29S2QSm7oX/view?usp=sharing
18		Statistical Quality Control	https://drive.google.com/file/d/1oykcLr8ixBCK2vkEFtwVz29S2QSm7oX/view?usp=sharing
(BBA-404, Sales Management)			
S.No	Unit	Particulars	Link
1	Unit-I	Sales Management Introduction-Evolution of sales function	
2		Objectives of sales management positions- Functions and Roles of Sales executives	
3		Relation with other executives	
4	Unit-II	Sales Organization and relationship: - Purpose of sales organization	
5		Types of sales organization structures	
6		Sales department external relations Distributive network relations.	
7	Unit-III	Salesmanship : Theories of Personal Selling	https://drive.google.com/file/d/19THtHK13LRfU0TLfm9DCWfR5ocXicc7-/view?usp=sharing
8		Types of Sales executives	https://drive.google.com/file/d/1afUrfwopJRVs0DrOshWsMhwW2Xd8ASy/view?usp=sharing
9		Qualities of Sales Executives	https://drive.google.com/file/d/1Ni-dKKXOGbTKVasDUFcSfHMFkXUTgDck/view?usp=sharing
10		Sales Cycles: Prospecting, Pre-approach, Approach, Demo-Presentation, Sales Close, Follow up	https://drive.google.com/file/d/1V8xpFG5h2il2mYqrSRhOitqjrETItF5u/view?usp=sharing
11		Organizing display, showroom & exhibition	https://drive.google.com/file/d/12XEp6KvG4ukq8WTOs4D4CavWUt7-MleD/view?usp=sharing
12	Unit-IV	Distribution network Management-Types of Marketing Channels	https://drive.google.com/file/d/1TzDlq_0FeOzS9-eZUoQBNTJ113PRLHek/view?usp=sharing
13		Factors affecting the choice of channel	https://drive.google.com/file/d/1Tn2k12C4h7RNwj3BuhVigltmTqrhm69F/view?usp=sharing
14		Types of middleman and their characteristic	https://drive.google.com/file/d/1zn6gSYZTwlvtdE8D9yHcoMUGWRmzMqw5/view?usp=sharing
15		Concept of physical distribution system Sales	https://drive.google.com/file/d/1j73UMcnOWKmHy0oLzhCkhvYL3K6-7ZAa/view?usp=sharing

16	Unit-V	Sales Force Management-Recruitment of Sales Force	https://drive.google.com/file/d/1SVkSs8BWfANICoGRTYTHUdLbQuSH-UXJ/view?usp=sharing
17		Selection of Sales Force	https://drive.google.com/file/d/1aelleZZal4Xh2jbsDFZgjiGRisK9Jhpo/view?usp=sharing
18		Sales Training	https://drive.google.com/file/d/15xSozIVPeyVZIVriGZwnS1OvmfWFEfu/view?usp=sharing
19		Sales Force Compensation	https://drive.google.com/file/d/1-QSIKGJyVN_gRI7GFJf8Bgabe_ULDSZ8/view?usp=sharing
BBA 405- Research Methodology			
S.NO	unit	PARTICULARS	
1	unit-1	Meaning of Research, types of research, research process, research problem formulation	https://drive.google.com/open?id=1ifiQ8ElzLHrVvR6SuU_5GN6lvd5HHUuC https://drive.google.com/open?id=1Z443rWZFHbTBETB0afIHgFTOHL9EfBc https://drive.google.com/open?id=1Tw2agXd3-F_HVXxFlbvceJMwNljiZGsX
2	unit-2	Research design, different research designs, data types, sources of error	https://drive.google.com/open?id=1m_frZU3odiDVfYl0TYgyruUI3YP2zV4v https://drive.google.com/open?id=1pVYiUttzn2pFHRyOkBpgOxrNA1zzK0uH https://drive.google.com/open?id=1SQkbpt_lmXKS8oFTXWdgiSyFN9_dsNh
3	unit-3	sample surveys , types of sample design, probability sampling, types of probability, non probability sampling, types of non probability sampling	https://drive.google.com/open?id=1Q4keGyxG00PflGgXzdlckMw2ZKHuQlea https://drive.google.com/open?id=11TugO_0FI8NpHNI2A-XQ3MRXLGH6o-l1 https://drive.google.com/open?id=1TUJ-xspLMJwJNYaFtK2ZScyMJJl-Z_C0
4	unit-4	processing operations, problems in processing, types of analysis, hypothesis testing, chi-square test, T -test, Z test	https://drive.google.com/open?id=1P4D2GiWpx5T1Pc6eD0fMZAfqqg4gVME https://drive.google.com/open?id=1PJSg2csZDLuOg2Z68LPvX0P1QA9hf1ao https://drive.google.com/open?id=1sRY8QSVyl-6Ob1sqvWHWJ_dM5d263la8 https://drive.google.com/open?id=1DNugJKuOlfRO2TMOZV1klH5BzpwQqA7i
5	unit-5	Diagrams, Graphs, charts, report writing, layout of research report, types of reports, precaution for writing report	https://drive.google.com/open?id=1eJVQX2t3DOdrRfkZfQMNVj5md5dQ1iNy https://drive.google.com/open?id=1FKI5nJ3m-uGn9OmINOfSRuyalPYoWtUi https://drive.google.com/open?id=15kE-W-p4n9CqSK07SUcgvL_xpK9jsSIh https://drive.google.com/open?id=1cO16wp9T9bXzpb2zE4t0x1VMPnUf0HqF
(BBA-406, Operation Research)			

S.No	Unit	Particulars	
1	Unit-I	Introduction of OR, Definition and characteristics of OR	https://drive.google.com/file/d/19JkFSLJOkFFAACWS44kcjCApWdM0s9W3/view?usp=drivesdk
2		OR models, their construction and solution.	https://drive.google.com/file/d/19JkFSLJOkFFAACWS44kcjCApWdM0s9W3/view?usp=drivesdk
3		Managerial decision making.	https://drive.google.com/file/d/19JkFSLJOkFFAACWS44kcjCApWdM0s9W3/view?usp=drivesdk
4	Unit-II	Linear Programming: Introduction, Advantages of linear programming.	https://drive.google.com/file/d/19oAv_T2JLQSuhxTk_Olv6u6MdQXwCRmP/view?usp=drivesdk
5		Disadvantages of LPP and LPP formulation.	https://drive.google.com/file/d/19oAv_T2JLQSuhxTk_Olv6u6MdQXwCRmP/view?usp=drivesdk
6		Methods for solution of LPP: Graphical and Simplex method.	https://drive.google.com/file/d/1A_xnonJ3QA6aDHesVf4GiZA0kKU2hHJG/view?usp=drivesdk
7	Unit-III	Transportation Problem: Introduction of Transportation Problem.	https://drive.google.com/file/d/1BSTHS0xKIUs6jjBf-Jj8dwe3e5Zs74k6/view?usp=drivesdk
8		North-West corner rule, Row minima, Column minima, Matrix Minima and VAM methods	
9		Degeneracy in TP and MODI method.	
10		Assignment Problem: Minimisation, Maximization and Unbalanced Problem.	
11	Unit-IV	Decision making under uncertainty-Criteria of Manimax, Maximin, Maximax Regret, Laplace and Hurwinz.	https://drive.google.com/file/d/1AKSXIQ_3LtT90VzXRkxj13IG6Y2SI-9o/view?usp=drivesdk
12		Decision making under Risk-Criteria of EMV and EOL	https://drive.google.com/file/d/1AKSXIQ_3LtT90VzXRkxj13IG6Y2SI-9o/view?usp=drivesdk
13		Decision Tree approach, Elements of Decision Tree.	https://drive.google.com/file/d/1AKSXIQ_3LtT90VzXRkxj13IG6Y2SI-9o/view?usp=drivesdk
14		Application of Decision Tree.	https://drive.google.com/file/d/1AKSXIQ_3LtT90VzXRkxj13IG6Y2SI-9o/view?usp=drivesdk
15	Unit-V	PERT and CPM- Introduction, Network analysis, Time estimates in Network analysis.	https://drive.google.com/file/d/1A6HjQDEwNZx98MGm3_bYATEhL8_RA1xh/view?usp=drivesdk
16		Critical Path Method and Programme Evaluation and Review Technique.	https://drive.google.com/file/d/1A6HjQDEwNZx98MGm3_bYATEhL8_RA1xh/view?usp=drivesdk
17		Application and Limitations of CPM and PERT.	https://drive.google.com/file/d/1A6HjQDEwNZx98MGm3_bYATEhL8_RA1xh/view?usp=drivesdk

BBA THIRD YEAR			
List of E-Content Semester-VI			
BBA 601 IT			
S.No	Unit	Particulars	
1	Unit-I	Basics of international trade, international trade theories,	https://drive.google.com/folderview?id=184LfxzWSUwjEUN7k1k5b5m7Lpm_GC89A
2		drivers of international trade	
3		restraining forces, recent trends in world trade	
4	Unit-II	Foreign trade & economic growth: Foreign trade & economic growth	https://drive.google.com/folderview?id=18CbKWXPcCB5M57JJtweccSE4KRyZwfN5
5		balance of trade, balance of payments	
6		free trade, forms and restrictions	
7	Unit-III	International economic institutions, IMF	https://drive.google.com/folderview?id=18D5KyX2fZ96QdvwJ8vaGg1zH0EiHeV_M
8		World Bank, WTO (in brief), Regional economic groupings NAFTA	
9		EU, ASEAN, SAARC	
11	Unit-IV	Recent trends in India's foreign trade	https://drive.google.com/folderview?id=18GME_ZhplLO9mHkRjfoq3MfvHtv4enKz
12		institutional infrastructure for export promotion in India, projects & consultancy exports	
14	Unit-V	India's Trade policy, export assistance	https://drive.google.com/folderview?id=18KeyPIE4xIMahogOyH85y4j-jNxW5zso
15		marketing plan for exports	
(BBA N 602,SM)			
S.No.	Unit	Particulars	
1	Unit 1	Meaning,Nature & importance of Business Policy	https://drive.google.com/file/d/1tYEVDCqM1VSUE-4DJqMWznCwXsfK1z/view?usp=drivesdk
2		Development & Classification of Business Policy	https://drive.google.com/file/d/1tZTDcsHvvnGr7lu4XPTW1hzd3p9Kiuls/view?usp=drivesdk
3		Mechanism or Policy making, Meaning of strategy and difference with policy	https://drive.google.com/file/d/1tcd257DAdMLoDjqKFi843VF1_pOgLXEB/view?usp=drivesdk
4	Unit 2	Responsibilities & tasks of Top Management: objectives of Business, characteristics	https://drive.google.com/file/d/1tqplwFZSH3BF9Cn0kZ02MC_dmuqcqKc5/view?usp=drivesdk
5		Classification, Types of objectives and their overall Hierachy	https://drive.google.com/file/d/1tjmh1ODbQTeetbHelhitlgPOfD84Z3q-/view?usp=drivesdk

6		Setting of objectives, Key areas involved,	https://drive.google.com/file/d/1tI7x2iYuAu4bknoMNKMuHOAFtdpyqbxp/view?usp=drivesdk
7	Unit 3	Corporate Planning; Concept of long term planning and natures	https://drive.google.com/file/d/1txdEsEvUPTcNJA3tEOqwSDQfUFGYawry/view?usp=drivesdk
8		Strategic Planning, Nature, Process & Importance.	https://drive.google.com/file/d/1u-JTelSoMK81AaRMjFblo-vWaiFfsEC0/view?usp=drivesdk
9	Unit 4	Corporate Strategy: Concept, Components, Importance,	https://drive.google.com/file/d/1u-U-M0udC5uER4ItPinbR3MXnYowoxIL/view?usp=drivesdk
10		Strategy Formulation: Concept, Process & Affecting Factors	https://drive.google.com/file/d/1zL2_6u-qk7m9JY5yEKesYd66SiMhQnSi/view?usp=drivesdk
11		Strategy Evaluation: Process, Criteria,	https://drive.google.com/file/d/1zFQURPUbJu1SF6YjWwVsw_p_VaijYFek/view?usp=drivesdk
12		Environmental Analysis, Resource Analysis	https://drive.google.com/file/d/1u2FjMBRcabC1dYw9DOdavic4v4bdGdVtV/view?usp=drivesdk
13	Unit 5	Concept of Synergy: Types, Evaluation of Synergy.	https://drive.google.com/file/d/1tNZX_wzEmjGztqWvu_uVYf-XjuKhBcVY/view?usp=drivesdk
14		Capability Profiles	https://drive.google.com/file/d/1z5GVLTF-k34etX0XaUO1VL18JFdLXVp5/view?usp=drivesdk
15		Synergy as a Component of Strategy & its relevance	
(BBA-603, GST)			
S.No	Unit	Particulars	
1	Unit-I	GST: Introduction, Indirect Tax: Definition and Nature	https://drive.google.com/file/d/154Zkv167RD0f42UofclMhKGEEnVpckuJQ/view?usp=sharing
2		GST: Importance and Benefits, Basis for changing indirect Tax	https://drive.google.com/file/d/154Zkv167RD0f42UofclMhKGEEnVpckuJQ/view?usp=sharing
3		Constitutional framework of indirect tax before GST	https://drive.google.com/file/d/154Zkv167RD0f42UofclMhKGEEnVpckuJQ/view?usp=sharing
4		Structure of GST	https://drive.google.com/file/d/154Zkv167RD0f42UofclMhKGEEnVpckuJQ/view?usp=sharing
5		GST Council and Network	https://drive.google.com/file/d/154Zkv167RD0f42UofclMhKGEEnVpckuJQ/view?usp=sharing
6		Slab of GST	https://drive.google.com/file/d/154Zkv167RD0f42UofclMhKGEEnVpckuJQ/view?usp=sharing
7	Unit-II	Levy and Collection of GST, Taxable event: Supply of goods and Services	
8		Place of Supply: within State, interstate, import and export, Time of Supply	

9		Introduction to custom duties, Types, Calculation and related issues	
10		Valuation for GST, GST Valuation rules	
11		Taxability of reimbursement of expenses Exemption from GST:	
12		Small supplier and Composition Scheme, Classification of goods and Services	https://drive.google.com/file/d/15dCZiGU66MaRqSskoTJVP7DI
13	Unit III	Input tax credit and Value of Supply, Eligible and ineligible Input tax credit	https://drive.google.com/file/d/15dCZiGU66MaRqSskoTJVP7DI
14		Apportionments of credit and blocked credit	https://drive.google.com/file/d/15dCZiGU66MaRqSskoTJVP7DI
15		Tax credit in respect of capital goods	https://drive.google.com/file/d/15dCZiGU66MaRqSskoTJVP7DI
16		Recovery of excess tax credit, Payment of Tax:	https://drive.google.com/file/d/15dCZiGU66MaRqSskoTJVP7DI
17		Refund, TDS, TCS in GST,	https://drive.google.com/file/d/15dCZiGU66MaRqSskoTJVP7DI
18	Unit-IV	GST Registration, GST Returns	https://drive.google.com/file/d/15dCZiGU66MaRqSskoTJVP7DI
19		GST Assessments, GST offences	https://drive.google.com/file/d/15dCZiGU66MaRqSskoTJVP7DI
20		GST Penalties	https://drive.google.com/file/d/15dCZiGU66MaRqSskoTJVP7DI
21	Unit-V	Practical exposure to documentation and Various online returns under ACT	

(BBA-604, MIS)

S.No	Unit	Particulars	
1	Unit-I	Management Information System(MIS): Concept & definition	https://drive.google.com/open?id=1bz3MIHrY2tGgzID7Clal9VJ9oBOPpCJc
2		Role of MIS, Process of Management	https://drive.google.com/open?id=1ZOVD9xkNKK2W0m67hMbWZfTj_LAm30Et
3		Impact of MIS	https://drive.google.com/open?id=1OwoW07Bk33sxnrl_ZMgrEXE3i6nksBOZ
4	Unit-II		https://drive.google.com/open?id=152jLXBudmlzRZhccrB2upuJ73IMkCUcV
5		Tools of Planning	https://drive.google.com/open?id=1BnnhnmugfACZ0IOMInae-leKKkuPaWDF
6		MIS & Decision making concepts	https://drive.google.com/open?id=1rt-WbHgILgdaDFZmxfJ6MRLzW36RMEZC
7	Unit-III	Information & System: Information concepts	https://drive.google.com/open?id=1xXMPLxITt_LuafF0DEz89EMkZvyJp46_
8		Methods of data & information collection	https://drive.google.com/open?id=1j6vhmlfWVz7JxKbnEZQ-a4lmAZdCQpTT
9		Value of information, MIS & System concept	https://drive.google.com/open?id=1cpDxcP9AqNf5xWwPv3m-KQmBmEEhBm3l
10		MIS & System analysis, Computer System design.	https://drive.google.com/open?id=1pzTz8V73Y6uZtMwwJUJPNpwhZXx0Jcpc
11	Unit-IV	Development of MIS	https://drive.google.com/open?id=1UjFMuTanMt8aleUmZtSXJaKDKYxfEJbB
12		Development and implementation of the MIS	https://drive.google.com/open?id=1ofTrG12v6nHXTLL-EaRgt4oOTfXlrjmv

13		Management of quality in the MIS	https://drive.google.com/open?id=1ht5Z2lB6ZlZBWmnTJDhrEcR8hoDzaOaH
14		MIS: the factors of success and failure	https://drive.google.com/open?id=1XlkQ226oXwhms_e7XGfHkV12uukuEhFB
15	Unit-V	Decision Support System (DSS):	https://drive.google.com/open?id=1goJV-ToOa1swEYARcyAp9RpGoc2LA7YI
16		Artificial intelligence(AI) System, Knowledge based expert system(KBES)	https://drive.google.com/open?id=1ID_JtPsXLs3aaFdr1I3es010vuAQ8Fq8
17		Transaction Processing System(TPS), Enterprise Management System(EMS), Enterprise Resource Planning (ERP) System,	https://drive.google.com/open?id=1knh4lmNp3n6--Cf3DBFkmSIEzWtVH5qv
18		Benefits of ERP, EMS & ERP	https://drive.google.com/open?id=1k4ZRX5a-q1UaqITkBaPjrHX1iSrVNXaI

(BBA-605, Auditing)

S.No	Unit	Particulars	
1	Unit-I	Introduction to Auditing-Meaning, Features and Objectives	https://drive.google.com/open?id=1Hvs34XX-NX9hg6MMWoGW6KsT0xxXTnEq
2		Types of Audit	https://drive.google.com/open?id=1RdiR_Msth8rUOfJdXgK6-JtkgUb3uUVa
3		Audit Programme, Audit Notebbok, Routine checking and Test checking	https://drive.google.com/open?id=1wxsg9tolwwK9EYOI7d2YX9L0U1LQB8Zz
4	Unit-II	Internal check system: Internal control	https://drive.google.com/open?id=1MA3YwF5CGvHo53-SrVPOLW-MTpyjKRwo
5		Audit procedure:vouching	https://drive.google.com/open?id=133ZOzJYA-8ez8svxIXWOLzeGaDEa7DSs
6		Verification of Assets and Liabilities	https://drive.google.com/open?id=1M_BCkpR2qv-he6pxFUsjEMkueCdDYeot
7	Unit-III	Auditor- Appointment and powers	https://drive.google.com/open?id=12Jmgkc1i3gyNgmIIFHo0VmOL06iiUz-P
8		Duties and Liabilities of Auditor	https://drive.google.com/open?id=1hoJy3OXyzi-1Pb9lGFqalep5yO6RcrlL
9		Auditor Report	https://drive.google.com/open?id=1-mFh82HyupMbNWIQhXomec-vHwpaW06w
10		Audit Certificate	https://drive.google.com/open?id=1yeNkwmmHL4ljd_J8JoNgsasYBXB0JC8T
11	Unit-IV	Special Audit, Efficiency Audit and Social Audit	https://drive.google.com/open?id=15JeiQZF12s3ADoWNN-kiXdb5kULs5OQq
12		Audit of Banking co.	https://drive.google.com/open?id=1GM8F1Z3CvmyVP4wOM1wP_E2bo_pvEnBW
13		Audit of Insurance Companies	https://drive.google.com/open?id=1Gjeta2v7KR0bG16XxXWboe5AWFxiCa0M
14		Audit of Educational Institutions and Audit of cooperative societies	https://drive.google.com/open?id=1FMWXVNRfvxb-QKH2Ah0c7HSJkjaRuKV6

15	Unit-V	Cost Audit	https://drive.google.com/open?id=1k5TuTSd7VhZnYgPmn1J2LduhGG3VrDcq
16		Tax Audit	https://drive.google.com/open?id=1m0FxQUWV7uLLUhLkVZNsuppznIPJS_JW
17		Management Audit	https://drive.google.com/open?id=1Z6695yf6YerdpcjWrCqd2wVWg1PhI7AV
(BBA 606, Fundamental of E-Commerce)			
S.No	Unit	Particulars	
1	Unit-I	E-Commerce: Introduction, meaning and concept	https://drive.google.com/open?id=1hEIEihxf66FgxozrAyW6oVsDyZn0sP8x
2		Need and advantages of E-commerce	https://drive.google.com/open?id=192jiROSNbA-MCjATUxTkLCMzIzJvrZJb
3		Traditional Commerce	https://drive.google.com/open?id=15IU0sWNTpULV0IDYvapIL2wHqBcCmBE-
4		Types of E-commerce	https://drive.google.com/open?id=1YgAZ9wr3C_kmSX7IkBGZQV4qWZ9F3EwM
5		Basic requirement of E-commerce	https://drive.google.com/open?id=1MxUJV04wcFtWH0uPdRwXwz8jQOkfoyc6
6	Unit-II	Internet: Concept and evaluation	https://drive.google.com/open?id=1nuYHm1xGnXimtbGBTIFGnEdVwnva4L06
7		Characteristics of Internet	https://drive.google.com/open?id=1MDG3YqLazjXIQrvMVWIKkM1-TkUQecEo
8		Intranet and extranet	https://drive.google.com/open?id=16mfgUcs6gbQrHj8bLgwwDOeniXK_x2S8
9		Limitation of internet	https://drive.google.com/open?id=16mfgUcs6gbQrHj8bLgwwDOeniXK_x2S8
10		Hardware & Software requirement of internet	https://drive.google.com/open?id=16QVthlcSeD90tttRNpdAytWgBJdYFYBm
11		Searches engines	https://drive.google.com/open?id=1CEaluwETC5DvhAJ7YjXgwOnidnEwPPNn
12	Unit-III	Electronic payment system	https://drive.google.com/open?id=1uOCvcInRMhmVzOONjbOWrrQvnqf1qcnE
13		E- banking	https://drive.google.com/open?id=1WJ5UvbugFQ14Er_P8PJ0Dmbe6KSiBPsg
14		Manufacturing Information system	https://drive.google.com/open?id=1KRozXTM7fQFMBW-aUPBr7NJIKLdbZjkj
15	Unit-IV	EDI introduction	https://drive.google.com/open?id=1wKBIZXa08h3e1bKT1XefjgQANiWZLkrO
16		Network Infrastructure of EDI	https://drive.google.com/open?id=12e0lf_7T8_uwje9it0HbhiTjWIT2d3uT
17		Functions and components of EDI	https://drive.google.com/open?id=17kl2WsoRLeSVm0Wr25YNBb6tizCRrVvD

18		File types of EDI	https://drive.google.com/open?id=1HMu6fB4-rDL24uocXbivuyfsshOgDRFv
19	Unit-V	Security issues of e-commerce	https://drive.google.com/open?id=172f_MeLEt0MRYA19j0tHEqS51xf9C5VT
20		Cyber Laws-aims sailent provisions	https://drive.google.com/open?id=1yNWJ945KJLRJPr4yT3BVHeUVg7kgjHGY
21		PKI(Public key infrastructure)	https://drive.google.com/open?id=1pvPZNx2Qs50p3hFfbuvycyTzLbyW6U9d