



**Integral University, Lucknow**  
**Faculty of Commerce**  
**STUDY & EVALUATION SCHEME**

**B. Com (Hons.) Automobile Retail Management**

**Semester-V**

| S.No. | Course Code | Course Title                             | Type of Paper | Period Per hr /week /sem. |    |    | Evaluation Scheme |    |       |     | Sub. Total | Credit | Total Credits | Attributes    |                  |                   |                 |                              |             |                     |                              |
|-------|-------------|------------------------------------------|---------------|---------------------------|----|----|-------------------|----|-------|-----|------------|--------|---------------|---------------|------------------|-------------------|-----------------|------------------------------|-------------|---------------------|------------------------------|
|       |             |                                          |               | L                         | T  | P  | CT                | TA | Total | ESE |            |        |               | Employability | Entrepreneurship | Skill Development | Gender Equality | Environment & Sustainability | Human Value | Professional Ethics | Sustainable Development Goal |
| 1     | BM 301      | Fundamentals of Financial Management     | Major         | 03                        | 01 | 00 | 20                | 40 | 60    | 40  | 100        | 3:1:0  | 04            | √             | √                | √                 |                 |                              |             | √                   | SDG-4,8,9,10                 |
| 2     | BM 343      | Consumer Behavior in Automobile Industry | Major         | 03                        | 01 | 00 | 20                | 40 | 60    | 40  | 100        | 3:1:0  | 04            | √             | √                | √                 |                 | √                            |             |                     | SDG-12                       |
| 3     | BM 349      | Pre-Owned Vehicle Sales- 1 OJT           | Major         | 00                        | 00 | 12 | 00                | 00 | 00    | 100 | 100        | 0:0:12 | 06            | √             | √                | √                 | √               |                              |             | √                   | SDG-4,8,9,10                 |
| 4     | BM 353      | Pre-Owned Vehicle Sales- II OJT          | Major         | 00                        | 00 | 12 | 00                | 00 | 00    | 100 | 100        | 0:0:12 | 06            | √             | √                | √                 | √               | √                            | √           | √                   | SDG-1,4,5,8,11               |
| 5     | BM 355      | Project Work -III                        | Project       | 00                        | 00 | 08 | 00                | 00 | 00    | 100 | 100        | 0:0:08 | 04            | √             |                  | √                 | √               |                              |             | √                   | SDG-4,5,8,9,10               |
|       |             |                                          |               |                           |    |    |                   |    |       |     |            |        |               |               |                  |                   |                 |                              |             |                     |                              |
| Total |             |                                          |               | 06                        | 02 | 32 | 40                | 80 | 120   | 380 | 500        |        | 24            |               |                  |                   |                 |                              |             |                     |                              |