



Integral University Lucknow
Department of Commerce
Study & Evaluation Scheme

B. Com (Hons.) Automobile Retail Management

Semester - III

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 202	Corporate Law	Major	3	1	0	20	40	60	40	100	3:1:0	4	√	√	√				√	SDG-4,8,9,10
2	BM 203	Principles of Marketing Management	Major	3	1	0	20	40	60	40	100	3:1:0	4	√	√	√	√	√	√	√	SDG-8,16
3	BM 241	Auto Finance-I (OJT)	Major	0	0	12	00	00	00	100	100	0:0:12	6	√	√	√	√			√	SDG-4,8,9,10
4	BM 242	Auto Finance-II (OJT)	Major	0	0	12	00	00	00	100	100	0:0:12	6	√	√	√	√	√	√	√	SDG-1,4,5,8,11
5	BM 243	Project Work -I	Major	0	0	08	00	00	00	100	100	0:0:08	4	√		√	√			√	SDG-4,5,8,9,10
Total				06	02	32	40	80	120	380	500		24								



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Semester-IV

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 296	Customer Relationship Management	Major	3	1	0	20	40	60	40	100	3:1:0	4	√	√	√				√	SDG-4,8,9,10
2	BM 209	Business Psychology & Organizational Behaviour	Major	3	1	0	20	40	60	40	100	3:1:0	4	√	√	√	√	√	√	√	SDG-8,16
3	BM 297	Accessories Sales- I (OJT)	Major	0	0	12	00	00	00	100	100	0:0:12	6	√	√	√	√			√	SDG-4,8,9,10
4	BM 298	Accessories Sales- II (OJT)	Major	0	0	12	00	00	00	100	100	0:0:12	6	√	√	√	√	√	√	√	SDG-1,4,5,8,11
5	BM 299	Project Work- II	Major	0	0	08	00	00	00	100	100	0:0:08	4	√		√	√			√	SDG-4,5,8,9,10
Total				06	02	32	40	80	120	380	500		24								