



**INTEGRAL UNIVERSITY LUCKNOW**  
**FACULTY OF COMMERCE & MANAGEMENT**  
**STUDY & EVALUATION SCHEME**

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

**Semester-I**

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	BM101	Financial Accounting	Major	3	1	0	20	40	60	40	100	3:1:0	4	√	√	√				√	SDG-4,8
2	MT105	Quantitative Techniques	Major	3	1	0	20	40	60	40	100	3:1:0	4	√	√	√				√	SDG-4,8
3	BM144	Retail Management	Major	3	1	0	20	40	60	40	100	3:1:0	4	√	√	√		√		√	SDG-4,8
4	BM104	Principal & Concept of Management	Major	3	1	0	20	40	60	40	100	3:1:0	4	√	√	√				√	SDG-4,8
5	LN104	Essential Professional Communication	Major	3	1	0	20	40	60	40	100	3:1:0	4	√	√	√			√	√	SDG-4
6	BM145	Basic Automobile Technology	Major	3	1	0	20	40	60	40	100	3:1:0	4	√	√	√				√	SDG-4,8 & 9
<b>Total</b>				<b>18</b>	<b>06</b>	<b>00</b>	<b>120</b>	<b>240</b>	<b>360</b>	<b>240</b>	<b>600</b>		<b>24</b>								



## Integral University, Lucknow

**Effective from Session: 2023-24**

Effective from Session: 2023-24							
Course Code	BM101	Title of the Course	FINANCIAL ACCOUNTING	L	T	P	C
Year	First	Semester	First	3	1	0	4
Pre-Requisite	None	Co-requisite	None				
Course Objectives	The basic objective of this course is to provide fundamental knowledge about Financial Accounting..						

### Course Outcomes

CO1	To acquire conceptual knowledge of basics of accounting.
CO2	To develop the skill of recording financial transactions and preparation of reports in accordance with GAAP.
CO3	To prepare financial statements in accordance with appropriate standards.
CO4	To develop sound understanding of accounting procedure for Negotiable Instruments
CO5	To acquire conceptual knowledge of rectification of errors and reconciliation.

Unit No.	Title of the Unit		Contact Hrs.	Mapped CO
1	Accounting	Meaning and Concepts, Difference between accounting and book keeping, Importance and Limitations of Accounting, Users of Accounting information, concepts of asset, liability, equity, income & expenses prudence, Accounting Principles, Conventions and Concepts, main elements of financial reports.	10	1
2	Subsidiary Books	Accounting Records & Double entry Accounting System Recording of transactions in Subsidiary Books of Accounts, Concept of Double Entry System , Preparation of Journal, Ledger and Trial balance, Accounting different business documents such as sales order, purchase order, goods received note, quotation, goods dispatched note, invoice, credit & debit notes, receipt, remittance advice & cash vouchers.	10	2
3	Preparation of Final Accounts	Preparation of final accounts with adjustments (including manufacturing account) Depreciation Accounting, Valuation of Stock, Reserve and provision	9	3
4	Negotiable instruments & Ratio Analysis	Accounting procedure for Negotiable Instruments. Bills of exchange, Use of basic ratios related to Profitability, leverage liquidity & activity of the firm.	8	4
5	Errors & Rectification	Accounting Errors and Rectification, Preparation of Bank Reconciliation Statement.	8	5

### References Books:

Bhattacharya S.K. & John Dearden, Accounting for management, Vikas Publications, Latest edition.

Jain S.P. & Narang K.L., Advanced Accounting, Kalyani Publishers

Maheshwari S.N. & Maheshwari S.K., Corporate Accounting, Vikas publications, Latest edition.

Jain S.P. & Narang K.L: Accounting Theory & Management Accounting, Kalyani, Latest edition..

Robert Anthony & Hawkins, Accounting Test and Cases, 2016, Richard D. Irwin Londoni

### e-Learning Source:

[https://onlinecourses.nptel.ac.in/noc23\\_mg65/preview](https://onlinecourses.nptel.ac.in/noc23_mg65/preview)

[https://onlinecourses.nptel.ac.in/noc19\\_mg37/preview](https://onlinecourses.nptel.ac.in/noc19_mg37/preview)

### Course Articulation Matrix: (Mapping of COs with POs and PSOs)

PO-PSO CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4	PSO5
CO1	1	2	1	1	1	2	1	-	2	1	2	1	-
CO2	2	1	1	2	1	-	1	-	1	2	1	2	-
CO3	1	2	1	1	2	1	1	-	2	2	3	1	-
CO4	1	2	1	2	1	1	1	-	2	1	2	1	-
CO5	1	1	2	1	2	1	2	-	1	2	1	1	-

**1-Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation**

Name & Sign of Program Coordinator	Sign & Seal of HoD
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## Integral University, Lucknow

**Effective from Session: 2023-24**

Effective from Session: 2023-24							
Course Code	MT105	Title of the Course	QUANTATIVE TECHNIQUES	L	T	P	C
Year	First	Semester	First	3	1	0	4
Pre-Requisite	None	Co-requisite	None				
Course Objectives	The basic objective of this course is to provide fundamental knowledge about business mathematics.						

### Course Outcomes

CO1	Understand the basics of Set theory and its implication in business.
CO2	Understand Equation theory and permutation and combination.
CO3	Understand how to use different mean method.
CO4	Basis differentiation and Integration
CO5	Understand the principles of matrices.

Unit No.	Title of the Unit		Contact Hrs.	Mapped CO
1	<b>Set Theory</b>	Set Theory: Concept, Types of Sets, Operation and Laws of operation on Sets, Venn Diagram, Cartesian product of two sets, Use of Set theory in Business.	8	1
2	<b>Equation</b>	Equations: Linear, quadratic and simultaneous, Nature and Roots of quadratic Equation, Permutations and combinations.	8	2
3	<b>Progression</b>	Progression: Arithmetic, Geometric and Harmonic progression, General Idea of infinite series.	8	3
4	<b>Integration</b>	Basis differentiation and Integration (including maxima and minima, excluding trigonometric and inverse trigonometric functions),	8	4
5	<b>Matrices</b>	Matrices: Types, Addition, Subtraction, Multiplication, Application, Determinants and their properties, Use of Matrix in business, Simple Interest and Compound Interest, Ratio and Proportion	8	5

### References Books:

Business Mathematics- Sancheti and Kapoor (Sultan Chand & Sons), India New Delhi
Mathematics and Statistics-Ajay & Alka Goel (Taxmann's Allied), India New Delhi
. Business Mathematics- J.K.Singh (Himalaya publications) , India, New Delhi
N.P. Bali (Author), P.N. Gupta (Author), C.P. Gandhi (Author), A Textbook of Quantitative Techniques, Laxmi Publications; Second edition.
Quantitative Methods: for Business, Management and Finance, Louise Swift (Author), Dr Sally Piff (Author), Palgrave Macmillan, Latest edition.

### e-Learning Source:

<a href="https://nptel.ac.in/courses/104106121">https://nptel.ac.in/courses/104106121</a>
<a href="https://onlinecourses.swayam2.ac.in/cec20_mg18/preview">https://onlinecourses.swayam2.ac.in/cec20_mg18/preview</a>

### Course Articulation Matrix: (Mapping of COs with POs and PSOs)

PO-PSO CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4	PSO5
CO1	3	2	1	1	1	2	3	-	2	1	2	3	-
CO2	2	1	1	3	1	-	1	-	1	2	1	2	-
CO3	1	2	1	1	2	3	1	-	2	2	3	1	-
CO4	3	2	1	2	1	1	1	-	2	1	2	3	-
CO5	3	1	2	1	2	1	2	-	1	2	1	3	-

**1-Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation**

<b>Name &amp; Sign of Program Coordinator</b>	<b>Sign &amp; Seal of HoD</b>
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**Integral University, Lucknow**  
**B.Com (Hons.) Automobile Retail Management**

**Effective from Session: 2023-24**

<b>Course Code</b>	BM144	<b>Title of the Course</b>	Retail Management	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>Year</b>	I	<b>Semester</b>	I	<b>3</b>	<b>1</b>	<b>0</b>	<b>4</b>
<b>Pre-Requisite</b>	None	<b>Co-requisite</b>	None				
<b>Course Objectives</b>	This course provides the student with a comprehensive view of retailing, an analysis of the retail environment and exposure to issues and developments in the industry.						

**Course Outcomes**

<b>CO1</b>	Become familiar with the fundamental concepts and how the retail industry works.
<b>CO2</b>	Able to understand the impact of retailing on the economy and its role in society.
<b>CO3</b>	Be able to apply the knowledge that how retailing fits within the broader disciplines of business.
<b>CO4</b>	To analyse the policies, methods, and procedures used by successful retailers in today's global economy.
<b>CO5</b>	To be able to make decisions involved in space management and the concepts and principles.

<b>Unit No.</b>	<b>Title of the Unit</b>	<b>Content of Unit</b>	<b>Contact Hrs.</b>	<b>Mapped CO</b>
1	<b>Introduction to Retailing and Retail types</b>	Concept of retailing, Functions of retailing, Terms & Definition, Introduction to Retailing and Retail types, Retailing Channels, Retail Industry in India, Importance of retailing, Changing trends in retailing.	08	CO 1
2	<b>Retail Consumer</b>	Retail consumer behaviour, Factors influencing the Retail consumer, Retail Customer Buying Behaviour, Customer decision making process, Market research for understanding retail consumer, Responding and Targeting Consumers.	08	CO2
3	<b>Retail Locations</b>	Importance of Retail locations, Types of retail locations, Factors determining the location decision, Steps involved in choosing a Retail Site Location, Measurement of success of location, Store Layout and Design, Assortment Planning, Meaning of Merchandising, Factors influencing Merchandising, Merchandise planning, Merchandise buying, Pricing Decisions, Retail Communication Mix, and International Aspects of Retailing.	08	CO3
4	<b>Operations Pricing</b>	Store administration, Premises and Inventory Management, Store Management, Receipt Management, Customer service, Retail Pricing, Factors influencing retail prices, Retail Information System, Operations Management in Retail	08	CO4
	<b>Space Management</b>	Definition of Space Management, Store layout and Design, Visual Merchandising, Retail Communication Mix, POP Displays	08	CO5

**Reference Books:**

Michael. L. Barton. W & Watson. D. (2020) Retailing Management, Tata McGraw Hill.

Berman, B, Joel R. Evans & Chatterjee, P (2021) Retail Management: A strategic Approach Pearson Education Asia.

Hammond, R (2019) Modern Retail Management: Practical Retail Fundamentals in the Connected Age, Kogan Page.

**e-Learning Source:**

[https://www.tutorialspoint.com/retail\\_management/retail\\_management\\_tutorial](https://www.tutorialspoint.com/retail_management/retail_management_tutorial)

<https://dde-ac.in/SB/MBA-302>

**Course Articulation Matrix: (Mapping of COs with POs and PSOs)**

<b>PO-PSO CO</b>	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PSO1</b>	<b>PSO2</b>	<b>PSO3</b>	<b>PSO4</b>	<b>PSO5</b>
<b>CO1</b>	2	1	-	2	1	2	1	2	1	1
<b>CO2</b>	1	2	1	-	2	1	2	2	-	2
<b>CO3</b>	2	-	1	2	2	2	1	2	-	1
<b>CO4</b>	2	1	2	1	2	2	1	2	2	2
<b>CO5</b>	2	1	1	2	1	2	2	1	2	2

**1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation**

<b>Name &amp; Sign of Program Coordinator</b>	<b>Sign &amp; Seal of HoD</b>
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## Integral University, Lucknow

**Effective from Session:** 2023-24

Effective from Session: 2023-24							
Course Code	BM104	Title of the Course	PRINCIPLES & CONCEPTS OF MANAGEMENT	L	T	P	C
Year	First	Semester	First	3	1	0	4
Pre-Requisite	None	Co-requisite	None				
Course Objectives	The basic objective of this course is to provide fundamental knowledge about business management & organization.						

### Course Outcomes

<b>CO1</b>	Understand the concepts related to Business Management and know the contribution of various people in this field.
<b>CO2</b>	Understand role of planning and rational decision making in business.
<b>CO3</b>	Develop understanding of different approaches to designing organizational structures.
<b>CO4</b>	Discover and understand the concept of motivation, leadership, power and conflict.
<b>CO5</b>	Understand the functions of controlling & managerial effectiveness for the organizational development.

Unit No.	Title of the Unit		Contact Hrs.	Mapped CO
1	<b>Evolution Of Management</b>	Definition, Nature, Scope and significance of Management, the evolution of Management thought, Approaches of management, contributions of F.W. Taylor, Henri Fayol and Chester Bernard to Management Science. Functions of a manager. Social responsibility of Managers, Values and Ethics in Management.	9	1
2	<b>Planning</b>	Definition, Nature, Scope and significance of Planning, Objectives, Steps of Planning, Decision making as key step in planning. The process and techniques of Decision Making, Long Range Planning, Strategies and policies.	9	2
3	<b>Organisation</b>	Definition, Nature, Scope and significance, Approaches to Departments, Line and Staff relationship. Delegation and Decentralization, Committee system, determinants of effective organizing, Staffing – nature and significance, Selection, Appraisal and Development of Managers.	9	3
4	<b>Directing</b>	Issues in managing Human factors, Motivation – nature, scope and significance, Theories and techniques, communication, - Definition and significance, Communication Barriers, Building effective communication system.	9	4
5	<b>Controlling</b>	Definition and Elements Control Techniques, Coordination, Determinants of an Effective Control System, Managerial Effectiveness.	9	5

### References Books:

Stoner Freeman & Gilbert Jr, Management, Prentice Hall of India, 6th Edition, 2011

Koontz, Principles of Management, Tata Mc Graw Hill, 1st Edition 2008

Koontz, Principles of Management, Tata Mc Graw Hill, 1st Edition 2008

Robbins S.P. & Decenzo David A., Fundamentals of Management: Essential Concepts and Applications, Pearson Education, 2012

Rosen Blum M., How to Build Better Vocabulary – Bloomsbury Publication. London, 2012.

### e-Learning Source:

[https://onlinecourses.nptel.ac.in/noc23\\_mg33/preview](https://onlinecourses.nptel.ac.in/noc23_mg33/preview)

[https://onlinecourses.nptel.ac.in/noc22\\_mg104/preview](https://onlinecourses.nptel.ac.in/noc22_mg104/preview)

### Course Articulation Matrix: (Mapping of COs with POs and PSOs)

PO-PSO CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4	PSO5
<b>CO1</b>	1	1	2	2	2	1	2	-	2	2	1	1	-
<b>CO2</b>	2	1	2	-	1	1	2	-	1	1	2	2	-
<b>CO3</b>	2	-	1	1	2	1	2	-	1	2	1	2	-
<b>CO4</b>	1	1	2	-	1	1	1	-	2	-	1	1	-
<b>CO5</b>	1	2	1	2	1	-	1	-	1	2	1	1	-

**1-Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation**

<b>Name &amp; Sign of Program Coordinator</b>	<b>Sign &amp; Seal of HoD</b>
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## Integral University, Lucknow

**Effective from Session: 2023-24**

Effective from Session: 2023-24							
Course Code	LN104	Title of the Course	ESSENTIAL PROFESSIONAL COMMUNICATION	L	T	P	C
Year	First	Semester	First	3	1	0	4
Pre-Requisite	None	Co-requisite	None				
Course Objectives	• Developing the art of communication and learning language through literature • Knowledge of Professional, cultural and cross-cultural communication • Basic concept of structural and functional grammar; meaning and process of communication, verbal and nonverbal communication • Knowledge of reading and comprehension of general and technical articles, precise writing, summarizing, abstracting • Basic concepts of group discussion, organizing seminars and conferences • Development of Reading and Writing skills.						

Course Outcomes	
CO1	Demonstrate and Understand of the meaning, nature, scope of professional communication.
CO2	Understand Essay and short stories.
CO3	Understand and define the use of Vocabulary
CO4	Understand basic grammar and its implication
CO5	To imply and know basics of report writing and letter writing

Unit No.	Title of the Unit		Contact Hrs.	Mapped CO
1	Professional Communication	Its meaning & importance. Essential of effective communication, Barriers to effective communication, The Cross Cultural Dimension of Professional communication.	8	1
2	Language through Literature	A. Essay, "The Effect of the scientific Temper on Man" by Bertrand Russell, "The Aims of Science and Humanities" by Moody.E. Prior B. Short Stories "The meeting Pool" by Ruskin Bond, "The portrait of Lady " by Kushwant Singh	8	2
3	Basic Vocabulary	Euphemism, One word substitution, Synonyms, Antonyms, Homophones, Idioms and Phrases, Common mistakes, Confusable words and expressions, Portmanteau words, Foreign words and expressions.	8	3
4	Basic Grammar	Articles, Prepositions, Tenses Concordances(Subject-Verb agreement), Modal Auxiliaries, Verbs: its Kind & Uses, degree of Comparison, punctuations	8	4
5	Basic Compositions	Report Writing: What is a Report? Kinds and objectives of report, writing reports Business Letter writing: Introduction to business letters, types of business letters, Layout of business letters, Letter of Enquiry/Complaint, Proposal Writing.	8	5

### References Books:

Martin & Wren - High School English Grammar & Composition, S.Chand & Co. Delhi 2017, India

Lewis Norman - Word Power made easy, W.R.Goyal. Publication & Distributors Delhi., 2016, India

Better Your English- A Workbook for 1st year Students- Macmillan India, New Delhi.2017 , India

Raman Meenakshi & Sharma Sangeeta, Technical Communication-Principles & Practice –O.U.P. New Delhi. 2007.

Mohan Krishna & Banerji Meera, Developing Communication Skills – Macmillan India Ltd. Delhi

### e-Learning Source:

<https://nptel.ac.in/courses/102104061>

[https://onlinecourses.nptel.ac.in/noc23\\_hs13/preview](https://onlinecourses.nptel.ac.in/noc23_hs13/preview)

Course Articulation Matrix: (Mapping of COs with POs and PSOs)													
PO-PSO CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4	PSO5
CO1	2	1	2	1	1	1	2	-	2	1	1	2	-
CO2	2	1	1	1	1	2	2	-	1	2	1	1	-
CO3	2	1	1	2	1	2	2	-	3	3	3	3	-
CO4	1	1	1	2	2	2	2	-	3	3	2	1	-
CO5	1	1	1	2	2	2	2	-	2	3	3	2	-

**1-Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation**

<b>Name &amp; Sign of Program Coordinator</b>	<b>Sign &amp; Seal of HoD</b>
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**Integral University, Lucknow**  
**B.Com (Hons.) Automobile Retail Management**

<b>Effective from Session: 2023-24</b>							
<b>Course Code</b>	BM145	<b>Title of the Course</b>	Basic Automobile Technology	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>Year</b>	I	<b>Semester</b>	I	<b>3</b>	<b>1</b>	<b>0</b>	<b>4</b>
<b>Pre-Requisite</b>	None	<b>Co-requisite</b>	None				
<b>Course Objectives</b>	The objective of the course is to provide basic knowledge about the chassis, power unit, suspension system, steering system, transmission system, braking system etc. The other objective is to understand emission system and government standards for any vehicle and also offers basic information about the various safety features and Air conditioning system of vehicle.						

<b>Course Outcomes</b>	
<b>CO1</b>	To be able to get in depth knowledge of the concept of the automobile
<b>CO2</b>	To get the overview of engine system, front axle & steering system
<b>CO3</b>	To get the knowledge of suspension system and transmission & braking system, their functions & workings
<b>CO4</b>	To know about the wheel & tyres and air conditioning fundamentals
<b>CO5</b>	To be able to know about Emission and Safety Equipment

<b>Unit No.</b>	<b>Title of the Unit</b>	<b>Content of Unit</b>	<b>Contact Hrs.</b>	<b>Mapped CO</b>
1	<b>Introduction to Automobile</b>	Introduction to automobiles, their utility and classification. Main components of an automobile and their functions, Various mechanisms and systems in an automobile, Scheduled and preventive maintenance, servicing of a vehicle, electrical system. Types of chassis layout with reference to power plant locations and drive, Vehicle frames. Load acting on vehicle frame due to different systems.	9	CO 1
2	<b>Engine System and Front Axle &amp; Steering System</b>	Engine System: Automobile engine, its main components, construction and working. Types of engines – two stroke/ four, Introduction to Engine cooling system and lubrication system. Introduction to Concept of Knock & detonation. Front Axle & Steering System: Types of front axles, Front wheel geometry viz. Castor, Camber, King pin inclination, Toe. Wheel Alignment. Steering geometry. Ackerman and Davis steering system.	9	CO2
3	<b>Suspension system and Transmission &amp; Braking System</b>	Suspension system: Need of suspension system, Types of suspension, Constructional details and characteristics of leaf, coil and torsion bar springs, Independent suspension, Rubber suspension, Pneumatic suspension, Shock absorbers. Transmission & Braking System: Working of single and multi-plate clutches. Construction, function and working of a gearbox. Introduction to Manual shifting and automatic transmission. Function and principles of braking system, working of various brakes (mechanical, hydraulic, pneumatic, ABS System)	9	CO 3
4	<b>Wheels and Tires and Air conditioning fundamentals</b>	Wheels and Tires: Types of wheels (wire spoke, disc solid and split type, alloy type, offset etc), denomination of rim, types of tires, materials, structure, denomination and function of tires, effects of tire pressure on tire performance. Tire wears patterns and their causes. Air conditioning fundamentals: Basics of vehicle air conditioning system, Schematic layout of air conditioning component in a car (like compressor, condenser, fan blower, expansion device expansion valve calibration, evaporator pressure regulator, low- and high-pressure switch).	9	CO 4
5	<b>Introduction to Emission and Safety Equipment</b>	Introduction to Emission: Pollutants, sources, formation of HC and CO in SI engines, NO formation in SI and CI engines, Particulate emission from SI and CI engines, Smoke Emission in CI engines. Emission system and standards (Bharat IV and Bharat VI). Safety Equipment: Seat belt, regulations, automatic seat belt tightener system, air bags, electronic system for activating air bags, ABS with EBD, ESP, bumper design for safety, hill assist control	9	CO5

<b>Reference Books:</b>
1. R.K Rajput, Internal Combustion Engines, 2005, Lakshmi Publishers.
2. S.K Gupta, A Textbook of Automobile Engineering, S. Chand Publishing.
3. K.K Jain and R.B Asthana, Automobile Engineering, Tata Mcgraw Hill Publishing
<b>e-Learning Source:</b>
<a href="https://scert.kerala.gov.in/wp-content/uploads/2020/06/automobile.pdf">https://scert.kerala.gov.in/wp-content/uploads/2020/06/automobile.pdf</a>

<b>Course Articulation Matrix: (Mapping of COs with POs and PSOs)</b>										
<b>PO-PSO CO</b>	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PSO1</b>	<b>PSO2</b>	<b>PSO3</b>	<b>PSO4</b>	<b>PSO5</b>
<b>CO1</b>	2	1	-	2	1	2	1	2	1	1
<b>CO2</b>	1	2	1	-	2	1	2	2	-	2
<b>CO3</b>	2	-	1	2	2	2	1	2	-	1
<b>CO4</b>	2	1	2	1	2	2	1	2	2	2

CO5	2	1	1	2	1	2	2	1	2	2
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1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation

<div></div> <div>Name &amp; Sign of Program Coordinator</div>	<div></div> <div>Sign &amp; Seal of HoD</div>
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**Integral University Lucknow**  
**Department of Commerce & Business Management**  
**Study & Evaluation Scheme**

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

**Semester-II**

S.N o.	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 105	Business Organization	Major	3	1	0	20	40	60	40	100	3:1:0	4	√	√	√				√	4,8 & 17
2	BM146	Grooming and Behavioral Skills	Major	3	1	0	20	40	60	40	100	3:1:0	4	√		√	√		√	√	4,5,10& 17
3	BM147	Enterprise Resource Planning	Major	3	1	0	20	40	60	40	100	3:1:0	4	√		√				√	4,8,9 & 17
4	BM148	Retail Store Operation	Major	3	1	0	20	40	60	40	100	3:1:0	4	√		√				√	4,8 & 17
5	BM149	Fundamentals of HRM	Major	3	1	0	20	40	60	40	100	3:1:0	4	√		√	√		√	√	4,8,9 & 17
6	BM150	Automobile Products and Services	Major	3	1	0	20	40	60	40	100	3:1:0	4	√		√				√	4,9 & 17
<b>Total</b>				<b>18</b>	<b>06</b>	<b>00</b>	<b>120</b>	<b>240</b>	<b>360</b>	<b>240</b>	<b>600</b>		<b>24</b>								



## Integral University, Lucknow

<b>Effective from Session: 2021-2022</b>							
<b>Course Code</b>	<b>BM105</b>	<b>Title of the Course</b>	<b>Business Organisation</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>Year</b>	<b>I</b>	<b>Semester</b>	<b>II</b>	<b>3</b>	<b>1</b>	<b>0</b>	<b>4</b>
<b>Pre-Requisite</b>	<b>None</b>	<b>Co-requisite</b>	<b>None</b>				
<b>Course Objectives</b>	The purpose of this paper is to impart to the students an understanding of the state of the art of business concepts, and practices with a view to preparing them to face the emerging challenges of business & managing						

<b>Course Outcomes</b>	
<b>CO1</b>	Acquire conceptual knowledge of Business and its concept.
<b>CO2</b>	Understand the forms of business organization.
<b>CO3</b>	Understand the concept of Entrepreneurship.
<b>CO4</b>	Understanding the relationship between government and business.
<b>CO5</b>	To understand how business finance is being utilized.

<b>Unit No.</b>	<b>Title of the Unit</b>	<b>Content of Unit</b>	<b>Contact Hrs.</b>	<b>Mapped CO</b>
1	Business Organization and its Environ	Nature and scope of business, business objectives, business as a system, distinction between business, commerce, and trade, Type of Environment-internal, external, micro and macro environment, environmental analysis, Process and limitations of environmental analysis, business and environment interface. Case Study.	9	1
2	Forms of Business Organization	Sole Proprietorship-Features, Advantages & Disadvantages. Partnership-Features, Advantages & Disadvantages, Joint Stock Company- Features, Advantages & Disadvantages, Cooperative Societies, Multinational Corporations. Case Study	9	2
3	Entrepreneurship	Concept and Nature of Entrepreneur, Types of Entrepreneurs, Functions of Entrepreneur, Concept and Nature of Entrepreneurship, Distinction between Entrepreneur and Manager, Role of Entrepreneurship in Economic Development. Case Study.	10	3
4	Government And Business Interface	Meaning of Stock Exchange, Features of Stock Exchange, Functions of Stock Exchange, Concept of BSE, NSE, Sensex & Nifty, Concept of SEBI, Business Combination – concept and causes, Chambers of Commerce and Industries in India – FICCI, CII. Case Study.	9	4
5	Business Finance	Business Finance-Meaning, Sources of Business Finance, Money Market-Functions, Types of Instruments Traded in the Money Market, Securities Market-Concept, Types, Money Market Vs. Security Market. Case Study.	8	5

### Reference Books:

Vasishth, Neeru, “Business Organization”, Taxmann, New Delhi

Taloo, Thelman J., “Business Organizational and Management”, TMH,

Tulsian, P.C., Business Organisation, Pearson

Gupta, R. N. “Business Organisation & Management” Edited 2015 TXMAN Publishing, New Delhi

B.G. Satyaprasad, K. Nirmala, Vedananda Murthy & D.S. Gopalakrishna “Business Organization and Management” Edited 2012, I. K. International Publishing House Pvt. Ltd., New Delhi.

### e-Learning Source:

<https://www.youtube.com/watch?v=ViwqqpB-6To>

<b>Course Articulation Matrix: (Mapping of COs with POs and PSOs)</b>											
<b>PO-PSO CO</b>	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PSO1</b>	<b>PSO2</b>	<b>PSO3</b>	<b>PSO4</b>
<b>CO1</b>	3	1	1	2	2	-	2	1	1	1	1
<b>CO2</b>	1	1	1	2	1	-	3	1	2	1	1
<b>CO3</b>	2	2	2	1	1	2	1	2	1	2	1
<b>CO4</b>	2	1	1	2	1	2	3	1	1	1	1
<b>CO5</b>	2	1	1	2	1	-	2	2	2	2	2

1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation

Name & Sign of Program Coordinator	Sign & Seal of HoD
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**Integral University, Lucknow**  
**B.Com (Hons.) Automobile Retail Management**

<b>Effective from Session: 2023-24</b>							
<b>Course Code</b>	BM146	<b>Title of the Course</b>	Grooming And Behavioural Skills	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>Year</b>	I	<b>Semester</b>	II	<b>3</b>	<b>1</b>	<b>0</b>	<b>4</b>
<b>Pre-Requisite</b>	None	<b>Co-requisite</b>	None				
<b>Course Objectives</b>	To develop knowledge of Grooming, Etiquette and Personality Development and also to build self-confidence, enhance self-esteem and improve overall personality of the students.						

<b>Course Outcomes</b>	
<b>CO1</b>	Understanding the importance of Grooming and Behavioural skills.
<b>CO2</b>	Projecting the Right First Impression.
<b>CO3</b>	Polishing manners to behave appropriately in social and professional circles.
<b>CO4</b>	Enhancing the ability to carry oneself with poise and dignity.
<b>CO5</b>	Developing and maintaining a positive attitude and appropriate Body language.

<b>Unit No.</b>	<b>Title of the Unit</b>	<b>Content of Unit</b>	<b>Contact Hrs.</b>	<b>Mapped CO</b>
1	<b>Grooming and Behaviour</b>	Introduction to Grooming and Behavioural skills, Importance of these skills in corporate world. Developing Your Professional and Personal Image.	08	CO 1
2	<b>Greeting Ethics</b>	Making a Great First Impression: How to present yourself to people, Greetings, How to make proper introductions, Paying & Receiving Compliments, Small Talk & Networking, Managing Different Personalities. Listening skill, Body Language, Poise, and Eye Contact	08	CO2
3	<b>Importance of Personality Development</b>	Personality Development: Time management, Goal setting, Positive attitude, Self-confidence, Leadership skills and Body language	08	CO 3
4	<b>Essentials of dressing</b>	Etiquettes in dressing The Do's and Don'ts in dressing, Understand various dress codes for different occasions, Personal Hygiene, Clothes and Corporate Culture	08	CO 4
5	<b>Methods Of Communication</b>	Behavioural and Communication etiquette Email etiquette, Telephone/ Cell phone etiquette, Business card etiquette, The Do's and Don'ts in Conversation, Starting and sustaining conversations that are engaging.	08	CO 5

<b>Reference Books:</b>
Bhatnagar. N (2019) Effective communication and soft skills New Delhi: Pearson Education India.
Dent, F, E (2018), Influencing Skills and Techniques for Business Success, Palgrave Macmillian.
Lesikar, Raymond V. and Marie E. Flatley. Basic Business Communication. New Delhi: Tata McGraw-Hill, 2022
Drew, P and Hentyre, J (eds) (2020), Talk at Work: Interaction in Institutional Settings,

<b>PO-PSO CO</b>	<b>Course Articulation Matrix: (Mapping of COs with POs and PSOs)</b>									
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5
<b>CO1</b>	2	1	-	2	1	2	1	2	1	1
<b>CO2</b>	1	2	1	-	2	1	2	2	-	2
<b>CO3</b>	2	-	1	2	2	2	1	2	-	1
<b>CO4</b>	2	1	2	1	2	2	1	2	2	2
<b>CO5</b>	2	1	1	2	1	2	2	1	2	2

1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation

Name & Sign of Program Coordinator	Sign & Seal of HoD
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**Integral University, Lucknow**  
**B.Com (Hons.) Automobile Retail Management**

<b>Effective from Session: 2023-24</b>							
<b>Course Code</b>	BM147	<b>Title of the Course</b>	Enterprise Resource Planning	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>Year</b>	I	<b>Semester</b>	II	<b>3</b>	<b>1</b>	<b>0</b>	<b>4</b>
<b>Pre-Requisite</b>	None	<b>Co-requisite</b>	None				
<b>Course Objectives</b>	To introduce the students to Basic of Accounts and the usage of Tally for accounting purpose.						

<b>Course Outcomes</b>	
<b>CO1</b>	To understand the concept of accounting and its use and relevance through computers.
<b>CO2</b>	To acquire conceptual knowledge of Computer System
<b>CO3</b>	To acquire conceptual knowledge of AIS.
<b>CO4</b>	To understand the basic models of ERP.
<b>CO5</b>	To give an insight on conceptual knowledge of ERP-related technologies.

<b>Unit No.</b>	<b>Title of the Unit</b>	<b>Content of Unit</b>	<b>Contact Hrs.</b>	<b>Mapped CO</b>
1	<b>Accounting</b>	Accounting- Concept, Objectives, Advantages and Limitations, Types of Accounting Information; Users of Accounting Information and Their Needs. Qualitative Characteristics of Accounting Information. Role Of Accounting in Business.	8	1
2	<b>Introduction to Computer</b>	Introduction to Computer and Accounting Information System {AIS}: Introduction to Computers (Elements, Capabilities, Limitations of Computer System).	8	2
3	<b>Accounting Information System {AIS}</b>	Introduction to Operating Software, Utility Software and Application Software. Introduction to Accounting Information System (AIS) As a Part of Management Information System.	8	3
4	<b>ERP and Accounting</b>	ERP and Accounting: Evolution of ERP; Reasons for the Growth of ERP; Scenario and Justification of ERP in India; Evaluation of ERP; Various ERP Model; Advantages of ERP, ERP and Related Technologies Business Process Re-engineering (BPR); Management Information System (MIS); Executive Information System (EIS); Decision support System (DSS); Supply Chain Management (SCM).	8	4
5	<b>Computerized Accounting Systems</b>	Computerized Accounting Systems: Computerized Accounts by using any popular accounting software (Tally): Creating a Company; Configure and Features settings; Creating Accounting Ledgers and Groups; Creating Stock Items and Groups; Vouchers Entry; Generating Reports - Cash Book, Ledger Accounts, Trial Balance, Profit and Loss Account, Balance Sheet, Funds Flow Statement, Cash Flow Statement Selecting and shutting a Company; Backup and Restore data of a Company, GST Computation.	8	5

<b>Reference Books:</b>	
Manufacturing Resource Planning (MRP II) with Introduction to ERP; SCM; an CRM by Khalid Sheikh, Publisher: McGraw- Hill. 2022.	
Enterprise Resource Planning Paperback – 1 Jul 2019 by Rajesh Ray (Author).	
Leon A. & Leon M., Introduction to Computers, Leon Vikas Publishers, 2021 New Delhi.	
Leon, Fundamentals of Information Technology, Vikas Publishers., 2019- New Delhi.	
<b>e-Learning Source:</b>	
<a href="https://tallysolutions.com/erp-software/erp-modules/#gref">https://tallysolutions.com/erp-software/erp-modules/#gref</a>	

<b>Course Articulation Matrix: (Mapping of COs with POs and PSOs)</b>									
<b>PO- PSO CO</b>	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PSO1</b>	<b>PSO2</b>	<b>PSO3</b>	<b>PSO4</b>
<b>CO1</b>	2	1	-	2	1	2	1	2	2
<b>CO2</b>	-	2	1	2	2	1	-	2	-
<b>CO3</b>	2	-	1	2	-	2	1	2	2
<b>CO4</b>	-	2	2	-	2	1	-	2	2
<b>CO5</b>	1	2	1	1	1	-	1	1	1

1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation

Name & Sign of Program Coordinator	Sign & Seal of HoD
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**Integral University, Lucknow**  
**B.Com (Hons.) Automobile Retail Management**

<b>Effective from Session: 2023-24</b>							
<b>Course Code</b>	BM148	<b>Title of the Course</b>	Retail Store Operations	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>Year</b>	I	<b>Semester</b>	II	<b>3</b>	<b>1</b>	<b>0</b>	<b>4</b>
<b>Pre-Requisite</b>	None	<b>Co-requisite</b>	None				
<b>Course Objectives</b>	The primary objective of the course is to have students develop marketing competencies in retailing and retail consulting.						

<b>Course Outcomes</b>	
<b>CO1</b>	Develop skills to understand in detail, the processes in retail business.
<b>CO2</b>	Provide the students with the understanding of the concepts and the components of Modern Retail Store Operation
<b>CO3</b>	To know the process store layout and get practical orientation of merchandize management.
<b>CO4</b>	The students will further learn about Visual Merchandising
<b>CO5</b>	To get familiarized with space management in the retail store.

<b>Unit No.</b>	<b>Title of the Unit</b>	<b>Content of Unit</b>	<b>Contact Hrs.</b>	<b>Mapped CO</b>
1	Introduction to Stores operations & Type of Retail Store	Introduction; the Logistics Chain; Store Operations; Objectives of the Store Function; Managing the Store. Retail Store Organization; Centralized and Decentralized Retail Stores; Types of Retail Stores; Location of Retail Store; Site Selection of Retail Store; Merchandise Management in Retail Store; Merchandise Handling in Retail Store.	9	CO1
2	Store Management and its Operations	Store Management and its Operations Retail Store Operation Store Management Responsibilities; Motivating Retail Store Employees; Retail Store Operation Management; Store Format, Size and Space Organization; Retail Store Security; Retail Store Environment and Brand Building	9	CO2
3	Store Layout and Merchandise Management	Objective of Store Layout Design; Selecting a Layout; Division of Merchandise by Department; Locating Departments Within the Store; Merchandise Management and Principles of Merchandise Management. Space Management, Retail Store; Layout; Layout Planning; Layout as an Indicator of Competitiveness; Layout Types;.	9	CO3
4	Visual Merchandising	Meaning and Strategy Meaning of Visual Merchandising; Create Your Retail Store for Target Customers; Retail Strategy for Visual Merchandise; Fixtures and Presentation Techniques.	9	CO4
5	Atmospherics	Lighting; Address the Senses; Housekeeping Standards; Store Windows; Creative Displays; Signage and Graphics ; Color; Music; Scent. Interactive Windows.	9	CO5

**Reference Books:**

Retail Store Operation, by Paul H Nystrom, Publisher: Ronald Press, New York

Basics of Design: Layout and Typography for Beginner by Lisa Graham, Publisher: Cengage Learning

Visual Merchandising: The Business of Merchandise Presentation by Rober Colborne, Publisher: Cengage Learning

**e-Learning Source:**

Prof. Varadraj Bapat, School of Management, IIT Bombay. <https://youtu.be/U3K5iXBeR7o>

Prof. .Arun Kumar Department of Management Studies, IIT Madras. [https://youtu.be/B\\_wuFexqqKw](https://youtu.be/B_wuFexqqKw)

**Course Articulation Matrix: (Mapping of COs with POs and PSOs)**

<b>PO-PSO CO</b>	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PSO1</b>	<b>PSO2</b>	<b>PSO3</b>	<b>PSO4</b>	<b>PSO5</b>
<b>CO1</b>	2	1	-	2	1	2	1	2	1	1
<b>CO2</b>	1	2	1	-	2	1	2	2	-	2
<b>CO3</b>	2	-	1	2	2	2	1	2	-	1
<b>CO4</b>	2	1	2	1	2	2	1	2	2	2
<b>CO5</b>	2	1	1	2	1	2	2	1	2	2

**1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation**

<b>Name &amp; Sign of Program Coordinator</b>	<b>Sign &amp; Seal of HoD</b>
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**Integral University, Lucknow**  
**B.Com (Hons.) Automobile Retail Management**

<b>Effective from Session: 2023-24</b>							
<b>Course Code</b>	BM149	<b>Title of the Course</b>	Fundamentals of HRM	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>Year</b>	I	<b>Semester</b>	II	<b>3</b>	<b>1</b>	<b>0</b>	<b>4</b>
<b>Pre-Requisite</b>	None	<b>Co-requisite</b>	None				
<b>Course Objectives</b>	To enable the students to understand the HR Management and system at various levels in general and in certain specific industries or organizations.						

<b>Course Outcomes</b>	
<b>CO1</b>	The aim of the course is to build knowledge and understanding of Human Resource Management among the student.
<b>CO2</b>	To provide knowledge about potential appraisal.
<b>CO3</b>	To give an overview about Job Enrichment.
<b>CO4</b>	To make aware with Stress Management.
<b>CO5</b>	To provide an overview of Quality Circles

Unit No.	Title of the Unit	Content of Unit	Contact Hrs.	Mapped CO
1	<b>HRD</b>	Concept, importance, benefits and its distinction from HRM, focus of HRD System, Structure of HRD System, Role of HRD manpower planning; Management Development: Concept, need, management development methods.	9	CO1
2	<b>Potential Appraisal</b>	Concept, need, objectives, methods and Obstacles. Training: Meaning, role, assessing needs for training, organizing training programmers, training methods, evaluation of Training. Succession Planning and Career Development: meaning, distinction, need and importance.	10	CO2
3	<b>Job Enrichment</b>	Concept, Principles, steps for job enrichment, hurdles in job enrichment, making job enrichment effective, job and work redesign.	9	CO3
4	<b>Stress Management</b>	Introduction, scope, limitations, methods; Management of careers; Stress Management: Definition, potential, sources of stress, consequences of stress, managing stress.	10	CO4
5	<b>Quality Circles</b>	Concept, structure, training in quality circle, problem solving techniques, role of management, trade union and workers, quality circles in India.	7	CO5

<b>Reference Books:</b>	
Dipak Kumar Bhattacharya, Human Resource Management 2020.	
Arun Monappa, Managing Human Resource 2019.	
P. Subba Rao, Essential of HRM and Industrial Relation, 2018.	
C.B. Memoria, Personnel Management, 2021.	
<b>e-Learning Source:</b>	
<a href="https://onlinecourses.nptel.ac.in/noc20_hs48/preview">https://onlinecourses.nptel.ac.in/noc20_hs48/preview</a>	
<a href="https://archive.nptel.ac.in/noc/courses/noc21/SEM2/noc21-mg49/">https://archive.nptel.ac.in/noc/courses/noc21/SEM2/noc21-mg49/</a>	

PO-PSO CO	Course Articulation Matrix: (Mapping of COs with POs and PSOs)									
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5
<b>CO1</b>	2	1	-	2	1	2	1	2	1	1
<b>CO2</b>	1	2	1	-	2	1	2	2	-	2
<b>CO3</b>	2	-	1	2	2	2	1	2	-	1
<b>CO4</b>	2	1	2	1	2	2	1	2	2	2
<b>CO5</b>	2	1	1	2	1	2	2	1	2	2

1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation

Name & Sign of Program Coordinator	Sign & Seal of HoD
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**Integral University, Lucknow**  
**B.Com (Hons.) Automobile Retail Management**

<b>Effective from Session: 2023-24</b>							
<b>Course Code</b>	BM150	<b>Title of the Course</b>	Automobile Products & Services	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>Year</b>	I	<b>Semester</b>	II	<b>3</b>	<b>1</b>	<b>0</b>	<b>4</b>
<b>Pre-Requisite</b>	None	<b>Co-requisite</b>	None				
<b>Course Objectives</b>	The objective of this paper is to help the students to acquire conceptual knowledge of fundamental of Maruti Product and Services						

<b>Course Outcomes</b>	
<b>CO1</b>	To provide the knowledge about the various product, specification and dimensions of product.
<b>CO2</b>	To provide the knowledge about the car insurance and financing.
<b>CO3</b>	To understand the methods of warranty and guarantee of the product.
<b>CO4</b>	To understand the knowledge of needs and types of accessories of the product.
<b>CO5</b>	To provide the knowledge about car exchange and driving school.

<b>Unit No.</b>	<b>Title of the Unit</b>	<b>Content of Unit</b>	<b>Contact Hrs.</b>	<b>Mapped CO</b>
1	<b>Products</b>	Introduction, Models & Variants, Dimensions, Specifications, Demonstration, Competition Comparison, Role Plays, Activities, Recap and Quizzes.	8	CO 1
2\	<b>Car Finance and Insurance</b>	Need, Benefits, Terms, Documents, Approval Process, EMI Calculation, Rejection/Delay, Vehicle Insurance, Terms/Forms, Role Plays, Activities, Recap and Quizzes.	8	CO 2
3	<b>Extended Warranty and Loyalty Program</b>	Extended warranty & Types, Need, Benefits, Objections, Reward Programs & its benefits, Tiers and schemes, Enrolment, Points accumulation & Redemption, Role Plays, Activities, Recap and Quizzes.	8	CO 3
4	<b>Accessories and Customization</b>	Accessories, Need of Accessories, Types of Accessories, Benefits of Accessories, Accessories Products and car customization process, Role Plays, Activities, Recap and Quizzes.	8	CO 4
5	<b>Car Exchange and Driving School &amp; Sales Process</b>	Introduction, Benefits to Sellers, Benefits to buyers, Tools, Car exchange process, Evaluation, Driving Courses & Benefits. Importance of Sales Process, How to prepare, Importance of Welcome, Probing, Listening, Importance of FABing, Demo, Test drive, Objection handling, Buying signal, Negotiation, Closing techniques, Deal Closure & Finance, Document Collection, Vehicle Delivery, Sales App: Feature and Functionalities and Dos & Don'ts, Role Plays, Activities, Recap and Quizzes, Role Plays, Activities, Recap and Quizzes.	13	CO 5

**Reference Books:**

Foundations of Advertising, Theory and Practice, Himalaya Publishing House, Bombay, 2020. - By Chunnewala & Sethia.

Advertising Today, Int. text Books Bell and Bain, London, Great Britain, 2018. – By, Frank Jeffkins.

**e-Learning Source:**

<https://www.slideshare.net/saravanavelk/a-study-on-customers-satisfaction-of-maruti-suzuki-cars-in-tirupur-city-by-ajith>

<https://www.marutisuzuki.com/>

<b>Course Articulation Matrix: (Mapping of COs with POs and PSOs)</b>										
<b>PO-PSO CO</b>	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PSO1</b>	<b>PSO2</b>	<b>PSO3</b>	<b>PSO4</b>	<b>PSO5</b>
<b>CO1</b>	2	1	-	2	1	2	1	2	1	1
<b>CO2</b>	1	2	1	-	2	1	2	2	-	2
<b>CO3</b>	2	-	1	2	2	2	1	2	-	1
<b>CO4</b>	2	1	2	1	2	2	1	2	2	2
<b>CO5</b>	2	1	1	2	1	2	2	1	2	2

1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation

Name & Sign of Program Coordinator	Sign & Seal of HoD
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