Integral University, Lucknow
Faculty 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	SkillDevelopment	Gender Equality	Environment &Sustainability	HumanValue	Professional Ethics	SustainableDevelopmentGoal
1	BM 202	Corporate Law	Major	03	01	00	20	40	60	40	100	3:1:0	04	√	√	√				√	SDG-4,8,9,10
2	BM 203	Principles of Marketing Management	Major	03	01	00	20	40	60	40	100	3:1:0	04	√	√	√		√			SDG-12
3	BM 241	Auto Finance- I (OJT)	Major	00	00	12	00	00	00	100	100	0:0:12	06	√	√	√	√			√	SDG-4,8,9,10
4	BM 242	Auto Finance- II (OJT)	Major	00	00	12	00	00	00	100	100	0:0:12	06	√	√	√	√	√	√	√	SDG-1,4,5,8,11
5	BM 243	Project Work -I	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**								

Integral University, Lucknow
Faculty of Commerce
STUDY & EVALUATION SCHEME

B. Com (Hons.) Automobile Retail Management — 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	SkillDevelopment	Gender Equality	Environment &Sustainability	HumanValue	Professional Ethics	SustainableDevelopmentGoal
1	BM 296	Customer Relationship Management	Major	03	01	0	20	40	60	40	100	3:1:0	04	√	√	√				√	SDG-4,8,9,10
2	BM 209	Business Psychology & Organizational Behavior	Major	03	01	0	20	40	60	40	100	3:1:0	04	√	√	√		√			SDG-12
3	BM 297	Accessories Sales -I (OJT)	Major	00	00	12	00	00	00	100	100	0:0:12	06	√	√	√	√			√	SDG-4,8,9,10
4	BM 298	Accessories Sales -II (OJT)	Major	00	00	12	00	00	00	100	100	0:0:12	06	√	√	√	√	√	√	√	SDG-1,4,5,8,11
5	BM 299	Project- II	Major	00	00	08	00	00	00	100	100	0:0:8	04	√		√	√			√	SDG-4,5,8,9,10
Total				**06**	**02**	**32**	**40**	**80**	**120**	**380**	**500**		**24**								