

2020  
ADMISSION

**BOLSTERING  
EXCELLENCE**  
IN LEADERSHIP  
SINCE 1996

व्यावसायिक शिक्षा  
एवं अनुसंधान संस्थान



INSTITUTE OF PROFESSIONAL  
EDUCATION AND RESEARCH  
BHOPAL  
*Learning in action*  
SINCE 1996

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**MBA PROGRAMME**

INSTITUTE OF PROFESSIONAL EDUCATION AND RESEARCH (IPER)  
GROUP OF INSTITUTIONS, BHOPAL  
(TECHNICAL CAMPUS)

## THE PROMOTING BODY

### **IPER has been established under the aegis of Chaitanya Shiksha Samiti**

In 1996, a group of eminent businessmen, philanthropists and academicians came together to establish an Institute to impart quality Management and Technical Education to Bhopal and its surrounding areas. This promoting body, known as the Chaitanya Shiksha Samiti established the Institute of Professional and Educational Research (IPER) to enable committed management professionals to enhance the opportunities created through the Free Market Ideology of the Indian Economy.

Since then, the Samiti has enabled IPER to grow from its humble roots to one of the best and most reputed institutes of Central India, with a strong focus on Business Management studies. This group are still very much involved with the day to day working of the Institute, provide it with financial and cultural guidance and ensure the institute is true to its core beliefs and ideals.

## MISSION

Striving continuously to foster creative learning environment through proactive, dynamic and participative processes towards enhancing quality of life.

## VISION

- To educate and groom the students to get entry level managerial positions in manufacturing / services organizations or to start and run own ventures with good business knowledge.
- To facilitate the development of students to take up growing challenges and find and implement solutions those are environmentally viable, ethically correct, and socially acceptable.
- To provide for job opportunities at different levels of management within organizations starting at supervisory level in SME segment and middle level management in large PSUs and MNCs.



### MESSAGE FROM THE CHAIRMAN

One of the Central India's oldest business schools, IPER has been delivering innovative, world-class leadership education for over 20 years. As an aspirant seeking an MBA, you require a challenging learning experience within a highly supportive environment capable of providing you with a business qualification recognized throughout the world. Our MBA program, a business oriented skill development course coupled with rigorous research based teaching gives an edge to our students. Vibrant, diverse and international in outlook, it reflects the special values and propositions of highly-ranked, well-regarded IPER. IPER offers a rich learning environment in a truly global standard. IPER employs the latest teaching technology and methods and has elegant state-of-the-art campus.

We aim to provide tailor-made support to enable learning and development that will benefit you for the rest of your professional life.

Take the IPER MBA - we will support you on your path to an enriching and enjoyable experience. Join us- and find out for yourself why we are highly regarded both in the business community and amongst our alumni worldwide.

#### **K. J. Rawtani**

Chairman

Chaitanya Shiksha Samiti

(Promoting Body of IPER Group of Institutions, Bhopal)



## ABOUT THE PROGRAMME

**MBA (2 years Post Graduate Programme) Approved by All India Council For Technical Education (AICTE) Govt. of India, New Delhi & affiliated to Barkatullah University, Bhopal**



Since its start in 1996, 23 batches have passed out till date. Our MBA Programme (Full Time – 2 years) is affiliated to Barkatullah University Bhopal and approved by AICTE, New Delhi.

IPER has a reputation for strong academics combined with faculty who have excellent exposure with powerful and transformational academic experience. But we don't stop there. We have a very active and collaborative student community that is the foundation for a successful professional and social life while on the campus, and is a network for lifetime.

Teamwork and communication are integral to the Programme. The students take part in number of group projects that promote group learning and help improve the organizational and leadership skills. Through written and oral presentations, the students develop the confidence to effectively communicate their ideas in a corporate forum. These presentations tend to be extremely helpful because they are critiqued by professionals with extensive experience in the business arena. IPER's case competition provides an excellent showcase for the skills the students have already developed. An MBA from IPER is a step toward making a difference in the world. Our alumni are making a major impact on their chosen professions and they are finding innovative ways to redefine their industries.

IPER supports you in your professional journey — both as a student and as an alumna/alumnus — and help open doors you never knew existed.



## WHY IPER?

Since 1996, IPER has been acclaimed as one of top management education institutions of central India, leading and nurturing managerial acumen in budding managers. With a tradition of excellence in consistently performing and keeping higher benchmarks than the competition, IPER stands distinctly apart in its pedagogical practices and teaching methodologies. The 3000+ strong alumni spread all across the world further reinforces this inspirational objective of the institution. A seasoned and dedicated team of competent in-house faculty and visiting experts, bedecked with state-of-the-art infrastructure, is in total sync with the demanding and dynamic contemporary business environment. Since its inception, IPER has emerged as a leading thought-developer and innovator, and ranks among the most sought-after business schools in central India. We educate and develop global corporate citizens, and promote new knowledge, to benefit businesses and the society at large, through our programme and applied research initiatives. With a consistent rating of teaching and research excellence, IPER means, and teaches business. IPER is the only stand alone management institution of central India.

### The Real Impact

At IPER, we don't just lecture. Being at the forefront of creative delivery, and by evolving innovative learning channels and techniques, we believe that we can address the increasingly diverse needs of global businesses and the people managing them. We incorporate and integrate frontier learning pedagogies through simulation exercises movies, fiction, cases, management games, using latest behaviorally researched teaching methodologies. All these add value to the overall learning experience, challenging the way people normally think about problem-solving and decision-making. We partner and work with leading organizations to develop customized programmes and delivery mechanisms that meet corporate strategic needs, generating ideas and expertise for gaining sustainable competitive advantage for the businesses.

### Incubators of Thought Leadership

The multifaceted areas of expertise of our faculty members constitute a unique knowledge repository and research portfolio, making us one of the most preferred and trusted business management faculties in central India. As part of IPER, we are able to draw upon the synergies of cross-departmental expertise to create an inter-disciplinary fusion of knowledge domains.

### Nurturing Corporate Citizens

Most of the blue-chip Indian companies have been recruiting IPER graduates. Why? We produce high-calibre graduates, armed with the latest knowledge and business skills, who are able to start adding value to the organization-right from the day-one! And as the employers often quote that IPERians stand apart, and possess a high employability value.

## MASTER OF BUSINESS ADMINISTRATION (M.B.A.-FULL TIME)

Number of Seats	:	360 and TFW seats as per DTE norms IPERMBA 300
Duration	:	2 years
Affiliation	:	Barkatullah University, Bhopal
Total Number of Semesters	:	4
Specialization Available	:	As per University Scheme of Syllabus.
Eligibility	:	Graduate degree in any discipline with 50% marks (for SC/ST and OBC - 45%) of any Indian or recognised Foreign University.
Admission Procedure	:	As per Directorate of Technical Education (DTE), Govt. of M.P. Guidelines.
Evaluation System	:	External 80% based on University Examination  Internal 20% based on Internal evaluation exam conducted by the Institute and overall performance.
Fee Structure (Presently)	:	As per AFRC, Govt. of M.P. IPERMBA
Reservation / Quota	:	As per DTE, Govt. of M.P. Guidelines





## CUTTING-EDGE CURRICULUM AND TEACHING PEDAGOGY

The managerial knowledge expertise and teaching pedagogies at IPER confidently boast of a proven academic rigor - both in our class-pedagogy as well as in the transparency of our enrolment processes, which ensures a lifetime of learning experience for our students. We combine cutting-edge, research-led teaching, backed by practical exposure to live cases, and encourage our students to engage constructively in critical discussions. With a primary focus on constant updation of our professional courses, we work closely with the employers to ensure that our course-content continues to remain relevant, and meet the needs of the market, while maintaining intense academic rigor. We encourage a sharing and learning environment, so that knowledge generation and dissemination becomes a seamless process, drawing inspiration and inputs from a range of businesses and cultures.

### Our Journey will Continue and we'll:

- Further develop our systems and infrastructure to enhance our students' learning experience
- Devise state-of-the-art quality assurance and skills development programmes for teaching staff
- Develop our blend learning platforms, so that we can better engage with the changing horizons of the business environment
- Extend the delivery of existing courses through our blended learning approaches
- Expand our portfolio of postgraduate courses to fully leverage our academic expertise
- Build our customized corporate education portfolios, using blended learning delivery wherever appropriate

### Academic Features

- One of the most rigorous and comprehensive managerial nurturing course designs, inspired by the world's best, include -
- Executive Council consisting of country's top intellectual pools
  - Visiting experts from the countries' top B Schools
  - Video conferencing from across the world
  - More than 200+ case studies
  - Learning through advanced computer based business simulations

## INTELLECTUAL CAPITAL

IPER, a leading B-School of Central India, adopts a unique blend of faculty sourced from Industry and Academic domain. IPER believes that it is the quality people who bring the excellence in education. Learning in action, always remains the motto of IPER. It sources the quality intellectual from across the country to serve India's future.

IPER's intellectual capital ranges from Industry experts, Research professionals and Academicians, with a blend of research and acumen of teaching. IPER provides the best to its students so that they can equip themselves for the future challenges.

It adopts a vigorous process of course content designing, which helps the IPER faculty to deliver the finest inputs in the classroom. Continuous updation are incorporated with Academicians, Industry experts, Affiliated Govt. Institutions, society stakeholders and domain specialists.

Teaching management is tricky and challenging, especially with the changing demography, geopolitical spectrum and changing dynamics of employability. IPER faculties and its intellectual capital are equipped enough to address all these challenges. IPER believes that teaching requires to be passionate and practiced then preached, so it sets the platform to reach the desired objective of higher learning for the students.

Apart from Course content mechanism, IPER faculties vigorously adopts in-house as well as outbound activity to teach management principles to the student. Programs like Market Simulation (WWF), Case Analysis (CMTP) and subject domain simulations are some of the unique practices IPER adopts. They also provide the students a holistic environment so that they can be churn to carve the better future for the country. This is the reason why IPER is regarded as the most sought-after B-School of central India.

For detail about faculty profile visit <https://iper.ac.in/faculty-profile/>





## UNIQUE LEARNING PRACTICES INVENTED & FOLLOWED THE SUPPORT FUNCTIONS

### Academic Extraordinaire :

- Psychometric Analysis
- Communication Assessment Workshop
- SWOT Analysis and Goal Setting
- GDs & Role Plays
- Extempore & Elocutions
- In-Basket Exercises
- Resume Writing Workshop
- Simulated Interviews
- Team Exercises



## UNIQUE LEARNING PRACTICES INVENTED & FOLLOWED LEARNING PRACTICES

### A. CMTP- Contemporary Management Theories & Practices

(Based Upon Industry Cases) The objective is to blend deductive reasoning with inductive reasoning in the most interesting manner.

- Case Studies (IIM, Harvard etc.)
- Presentations using LCD
- Organisation Visits
- Movie Shows of managerial relevance
- Management Games
- Guest / Alumni lectures from industry experts
- Real life experiences through Summer / Winter Projects.

### B. PEPS

- Placement Eligibility & Preparation Session
- Role-playing
- Group Discussion
- Mock Interviews
- Extempore, Quiz
- Book Reviews & Presentation

### C. ABHIYAAN

A unique student development initiative encompassing 360 degree Leadership and Managerial Development activities divided into four facets

1. Tathya - A Forum for Field Research and Analysis
2. Tark - A forum for Panel Discussion and Debate on Contemporary Business and Social Issue
3. Kala - A forum for The Performing Art
4. Khel - A forum for the Sports and related Physical Activities

### D. FEM (Focused Employability Modules)

FEM is led by a group of senior faculty and senior corporate persons. A rigorous series of special employability linked interventions to prepare students for various campus recruitment opportunities.



## E. IPER eDGE CERTIFICATION PROGRAM

IPER eDGE Certification Program is one of those initiatives taken by IPER through which the gap between industry and academic Institutions can be reduced. IPER eDGE Certification is focused on three different functional areas namely - Sales Practices, Financial Practices and HR Practices. Each Functional Certification has six modules covering different industry/domain to be conducted on six days. The objective of these certifications is to create industry readiness among the Management students by orienting them with the domain practices as followed in various industries.

IPER feel proud to be associated with this task of IPER eDGE Certification Program, this finishing school program will bridge the gap between academics and industry. The IPER eDGE Certification program is sharing the rich experience and knowledge with the budding managers which is un-matchable and best in the Industry as per knowledge sharing and domain expertise is concerned.



## THE INFRASTRUCTURE

### 1. THE LIBRARY

The aesthetically designed sprawling premises houses the entire facility spreading in large area located in the upcoming south of Bhopal. It is one of the most modern lavishly built campuses. The state-of-the-art campus acts as a stimulating atmosphere, conducive to all round development of a participant.

IPER's campus in Bhopal is located in the most developed locality of the City, well connected with upcoming BRTS which gives all round connectivity for the commuters. The exemplary facilities go a long way in ensuring productive campus life and provide a perfect ambience for academic pursuits.

- IPER's Knowledge Centre is an essential component of IPER's research and education mission. The combination of carefully selected traditional and digital resources via browsing interface and supported by exceptionally fast response service, provides IPER's community with a library that is worthy of this world class institution. The enthusiastic library management, commitment of talented Library staff and the support of top management makes the Library a most lively place on the campus providing friendly environment that enables learning and advancement of knowledge, extends research and publication assistance and facilitates undergraduate, postgraduate and research scholars.
- IPER's Knowledge Centre is well equipped with precious books, Textbooks, Reference books, Periodicals and Journals. It is supported by a large well-ventilated three floored reading-room. The library is enriched with digital facilities and computer system. Free access of this is made available to the students, ex-students, research workers, faculty, staff and visitors. The library frequently displays and exhibits various books, newly arrived books. The students are lent the textbooks for the entire academic session.
- The central library has a vast collection of books. It is kept open 8 hours a day. The library is fully supported by IT infrastructure. The library has been equipped with the latest software packages, CDs, Videos, Indian and International journals; magazines and research reports relating to management and allied subjects.
- The online Business Research Database: It is a business research database with features like journals and searchable cited references. Business Source Premier's full-text coverage in all business disciplines, including marketing, management, MIS, POM, accounting, finance and economics. Additional full text, non-journal content includes market research reports, industry reports, country reports, company profiles and SWOT analyses.

## 2. THE CLASSROOMS

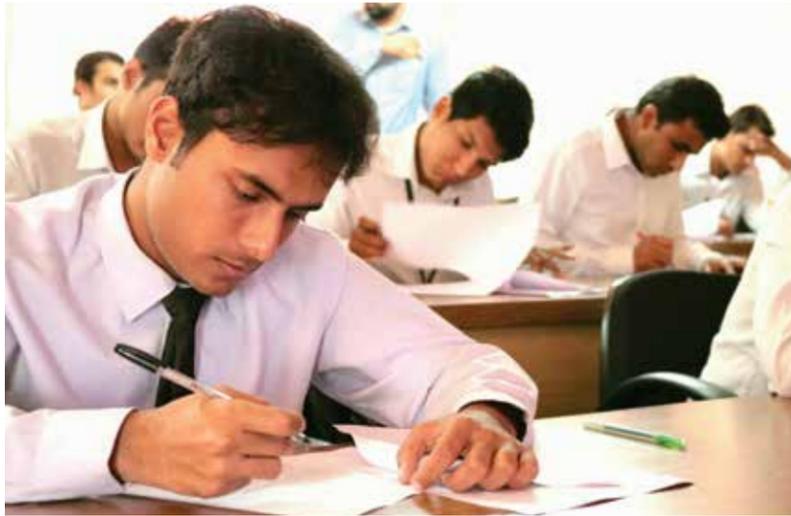
Classrooms are one of the main platforms where effective learning takes place. IPER has well designed classrooms, seminar and syndicate room developed as learning halls to create professional atmosphere. The training halls are also equipped with audio-visual aid and support facilities for professional presentations. IPER has taken all the possible care while designing its world class classrooms so that our students get effective learning from our teachers and facilitate participative learning.

Our classrooms are well ventilated spacious, equipped with overhead and LCD projectors along with public address system with proper arrangements of Laptop power supply. The furniture used in classrooms is of un-compromised international quality to enable students for 7 hours of comfortable and continues learning.

Here at IPER, tools of technology are used proactively for enhanced learning. All the classrooms are thus equipped with computers, multimedia projectors and screens, and other audio-visual tools. In addition, the classrooms are also Wi-Fi enabled.

The well-designed classrooms, seminar halls and tutorial rooms developed as learning halls to create professional atmosphere. The classrooms are air-conditioned, carpeted latest teaching aids.

The classrooms are well ventilated, spacious and provide an executive training environment for business leaders and an opportunity for interaction with students during their visits. In addition to the specialized equipment these classrooms also have instructional technology support that includes hi speed Wi-Fi connectivity.



## 3. THE HI-TECH COMPUTER LAB AND CONFERENCE HALL

IPER's Hi-Tech Information Technology Center recognizes the need for easy accessibility to latest relevant data and information for preparing presentations, projects and other assignments by the management students as a necessary part of their curriculum.

The IT center has been designed to provide the students with latest facilities available in the industry. The IT center has integrated network connectivity and the infrastructure consists of 330 latest computer systems from HP/Compaq and Wipro with Microsoft Campus Licence for all student machines so that you get the latest software for your machines with latest configuration networks powered by high-end servers.

The systems are supported by laser printers, scanners and CD writers, also, the center is equipped with variety of popular licenced software. IPER is connected with 6 MBPS leased line internet facility available 24 hours a day, which integrates IPER to the rest of the world. The entire campus is Wi-Fi enabled. The institute provides all these facilities just to make each and

every student highly techno savvy.

IPER's students use Internet extensively for exchanging ideas and for updating themselves of the current needs.

IPER is a paperless institute, the entire information including time-tables, teaching references, grading and many day to day affairs are uploaded on an online closenet portal can be accessed 24x7 from any corner of the world.



## 4. THE AUDITORIUM

The state-of-the-art Auditorium is equipped with the seating capacity of about 300 that is used for conducting seminars, conferences, culture programmes, debates, plays and students' events and other important events of the institute. Auditorium is centrally air-conditioned with a fully sound proof set up and equipped with latest technology for all types of audio/video presentations. The auditorium is equipped with modern aids like computers, multimedia projector, projector screen, audio system and WI-FI.



## 5. THE CAFETERIA

IPER's cafeteria, the most happening meeting place where students from all walks of life interact with each other. It is a place where students unwind and relax with friends to enjoy good quality, delicious and healthy food at nominal rates. It is definitely a treat for all students. It is a place where students congregate to not only eat but exchange views. The cafeteria which is open throughout the day for breakfast, lunch and snacks. Due to the highly heterogeneous profile of students, an attempt is being made to provide variety to cater to different sections of student on affordable price.

It is well maintained with efficient service and a take away counter. The institute has a canteen inside the campus in which variety of dishes are available at reasonable rates. The canteen remains open on all working days. Cafeteria is regularly monitored for the cleanliness and hygiene and to ensure the freshness of the food by administrative staff of the institute. z



# Life@ IPER

Life at IPER may be hectic, tiring but it is never dull. One of the most distinctive features of the campus is that students plan and execute most of the events through their elected functional Communities and interest Clubs keeping a single objective in mind i.e. LEARNING IN ACTION.



## PLACEMENTS

The Institute has a dedicated Placement Cell/Career Centre which has access and good rapport with leading corporate houses, and keeps the students well-informed about the requirements in diverse sectors regarding existing and foreseeable career opportunities. The Cell is well supported by an active Students Placement Committee and alumni network. IPER has already set new standards of consistent achievements by attracting leading corporate houses from varied sectors during the recent placement season.

IPER's Career Centre is well automated with the facilities like exclusive internet connectivity, Local Area Network, Wi-Fi connectivity, computer system with power backup, dedicated phone lines, intercom facility, Fax, Scanner, Printer, Reprography Facility etc. This department has fully equipped and dedicated work stations for students' placement team which act as a bridge between students and the department.

A dedicated Video Conferencing station fully equipped with the most modern hi tech Video Conferencing facility with hi speed leased internet line for long distance Virtual Interviews and Video Inductions is used for Preliminary screening by the companies based in India and Overseas.

The Department has its own management software which monitors the entire operations of placement and related activities. IPER has been patronized by reputed companies, including (but not limited to): IDBI Bank, ICICI Bank, Axis Bank, Kotak Mahindra Bank, Reliance Money, Reliance General Insurance, ICICI Lombard, ICICI Prudential, Kotak Securities, ICICI Securities, Bajaj Allianz General Insurance, Karvy Securities, India Bulls, Vodafone, Reckitt Benckizer, Britannia Industries, ITC, Kodak, Reliance Communications, Parle Agro, Times of India, Radio Mirchi, TAFE, Titan, Jet Airways, etc.

### a. Initiation of the Placement Process

The process begins with prospecting the potential companies and requesting them to send us the job profile & description, salary details and other relevant information.

### b. Pre-placement Talk (PPT)

Pre-Placement Talks (PPT) provide an opportunity to the recruiting company and the students to interact with each other. The presentation by the company enables the students to know about the company's profile and the job details (job description). The Institute makes all necessary arrangements for the Pre-Placement Talks.

### c. Campus Interview

After PPT the companies normally conduct their interview process in IPER campus as Institute possesses all the necessary facilities solicited by recruiters, such as state-of-the-art air-conditioned conference room equipped with multimedia and audio-visual equipment, Seminar Hall for group discussions and interviews.

## RECRUITMENT LEGACY@IPER\*



& Many more

\* Placement is offered as per the institutional policies

For detail about placements visit <https://iper.ac.in/placement-statistics/>



## PLACEMENT POLICY OF THE INSTITUTION

- Placement support is a privilege, not a right to the eligible students.
- The Institute extends Placement support to the eligible students only.
- To become eligible for Placement support, a student is required to fulfill the eligibility conditions as laid down by the Institute and the same is communicated at the time of commencement of the session.
- The eligibility conditions may be changed from time to time at the sole discretion of the institution if required during the tenure of the course with or without prior notice.
- It is mandatory for all the students to sign the Placement policy and guidelines at the time of commencement of the session.
- To participate in Placement Process, the eligible students are required to follow the Placement guidelines as stated in the Policy document.
- Placement is not guaranteed, the Placement assistance is guaranteed to the eligible students.
- Career Centre will provide information related to Campus Process through a Common intra-institute portal. It is the students' responsibility to keep themselves update about the Placement activities.
- It would be the responsibility of the student to update their personal information and respond to the Career Centre as and when required.
- In case of eligibility of the students, the decision of the Group Director would be final.
- In case of Placement related process the decision of the Chairman-Career Centre would be final.

## CODE OF CONDUCT

### ATTENDANCE:

- Students are required to attend minimum 75% of class activities in each subject and practical separately as per ordinance of the concerned University.
- Prior permission must be obtained from respective Heads in case of urgency for failing the above.

### BEHAVIOUR:

Students are expected to observe reticence and self-discipline in and outside the Institution. They should be aware of their duties. They should mould themselves and cultivate qualities like dedication, dignity, diligence and must bear good conduct. The student should be polite & helping and should respect the teachers, other employees of the Institution, fellow students and visitors.

### DISCIPLINE:

Students are expected to maintain a high standard of discipline for efficient learning and the best possible development of personality. The following are deemed to be the acts of indiscipline:

- Disregard of College and Hostel rules, orders, instructions and notice issued by the institution authority.
- Noise, boisterous, disorderly and obnoxious behaviour.
- Ragging in any form\*.
- Irregular attendance and unauthorised absence from classes and hostels.
- Lack of punctuality in attendance, in payment of college dues and in other matters where dates and time for any duty, function or obligation are prescribed.
- Persistent neglect of studies.
- Recourse to unfair means in tests, examinations, assignments etc.
- Negligent use of college property.
- Recourse to false, fraudulent statements or acts.
- Taking part in strikes.
- Failure to produce identity card on demand by members of staff, Warden, Perfect etc. at any time and place within the college, hostel and town.

## ANTI RAGGING INITIATIVE

Vide Judgement of the Supreme Court in Civil Writ Petition No. 656 of 1998 filed by the Vishwa Jagriti Mission vs. Central Govt. regarding the curbing of ragging in educational institutions possible punishments are provided. Broadly speaking Ragging is any disorderly conduct whether by words spoken or written or by an act which has the effect of teasing, treating or handling with rudeness any other student, indulging in rowdy or indiscipline activities, which causes or is likely to cause annoyance, hardship or psychological harm or to raise fear of apprehension thereof in a fresher of a junior student or asking the students to do any act or perform something, which such student will not do in the ordinary course and which has the effect of causing of generating a sense of shame or embarrassment so as to adversely affect the physique or psyche of a fresher or a junior student.

Ragging in any form inside & outside the campus is a punishable crime. The following punishments are prescribed for the students indulging in ragging.

- Cancellation of Admission.
- Suspension from attending class.
- Withholding / withdrawing scholarship / fellowship or other benefits.
- Debarring from appearing in any test / examination or other evaluation process.
- Withholding examination and other results.
- Debarring from representing the Institution in any National or International meet, tournament, youth festival etc.
- Suspension / exclusion from Hostel.
- Rustication from the Institution for periods varying from 1 to 4 semesters.
- Expulsion from the Institution and consequent debarring from admission to any other Institution.
- Ban on transfer.
- Fine upto Rs. 25,000/-
- Rigorous imprisonment up to three years (only by a court of law).
- Entry of this effect in character / migration certificate.
- The cases of ragging can be handed over to police or Human Rights Commission.
- If the individuals committing or abetting ragging are not identified, collective punishment could be resorted to act as a deterrent punishment and to ensure collective pressure on the potential raggers.

## MBA (FULL TIME) CURRICULUM

### FIRST YEAR

#### SEMESTER-I

1. CP-101 Management Concepts & Practices
2. CP-102 Quantitative Methods
3. CP-103 Managerial Economics
4. CP-104 Communication Skills
5. CP-105 International Business
6. CP-106 Accounting for Managers

#### SEMESTER-II

7. CP-201 Organization Behaviours
8. CP-202 Human Resource
9. CP-203 Financial Management
10. CP-204 Marketing Management
11. CP-205 Research Methodology
12. CP-206 Project Management

### SECOND YEAR

#### SEMESTER-III

13. CP-301 Business Policy & Strategic Analysis
14. CP-302 Decision Support System & Management Information
15. CP-303 Specialization-1, Paper-I
16. CP-304 Specialization-1, Paper-II
17. CP-305 Specialization-2, Paper -I
18. CP-306 Specialization-2, Paper-II

#### SEMESTER-IV

19. CP-401 Comprehensive Viva
20. CP-402 Business Legislation
21. CP-403 Entrepreneurship Development & Management
22. CP-404 Specialization-1, Paper-III
23. CP-405 Specialization-1, Paper-IV
24. CP-406 Specialization-2, Paper-III
25. CP-407 Specialization-2, Paper-IV

### SPECIALISATION SUBJECTS FOR MBA SEM. III & IV

#### MARKETING MANAGEMENT

26. FSM-1 Consumer Behavior
27. FSM-2 Advertising Management
28. FSM-3 Sales & Distribution Management
29. FSM-4 Service Marketing

#### RETAIL MANAGEMENT

30. FSR-1 Retail Concepts and Practices
31. FSR-2 Marketing Concepts in Retail Management
32. FSR-3 Management of Retail Operations
33. FSR-4 Retail Merchandising and Supply Chain Management

#### HUMAN RESOURCE MANAGEMENT

34. FS0-1 Management of Industrial Relations
35. FS0-2 Management Training and Development
36. FS0-3 Human Resource Planning and Development
37. FS0-4 Compensation Management

#### FINANCE

38. FSF-1 Security Analysis and Investment Management
39. FSF-2 Working Capital Management
40. FSF-3 Management of Financial Services
41. FSF-4 Strategic Corporate Finance

#### BANKING AND FINANCIAL SERVICES MANAGEMENT

42. FSB-1 Management of Banking and Insurance Institutions
43. FSB-2 Financial Planning & Wealth Management
44. FSB-3 Financial Institutions & Markets
45. FSB-4 Financial Risk Management

## ANNEXURE I AFFIDAVIT BY THE STUDENT

I, \_\_\_\_\_ (full name of student with Institute Roll Number)  
s/o d/o Mr./Mrs./Ms. \_\_\_\_\_, having been  
admitted to \_\_\_\_\_ (name of the institution), have received or  
downloaded a copy of the UGC Regulations on Curbing the Menace of Ragging in Higher

Educational Institutions, 2009, (hereinafter called the "Regulations") carefully read and fully understood the provisions contained in the said Regulations.

- 1) I have, in particular, perused clause 3 of the Regulations and am aware as to what constitutes ragging.
- 2) I have also, in particular, perused clause 7 and clause 9.1 of the Regulations and am fully aware of the penal and administrative action that is liable to be taken against me in case I am found guilty of or abetting ragging, actively or passively, or being part of a conspiracy to promote ragging.
- 3) I hereby solemnly aver and undertake that
  - a) I will not indulge in any behaviour or act that may be constituted as ragging under clause 3 of the Regulations.
  - b) I will not participate in or abet or propagate through any act of commission or omission that may be constituted as ragging under clause 3 of the Regulations.
- 4) I hereby affirm that, if found guilty of ragging, I am liable for punishment according to clause 9.1 of the Regulations, without prejudice to any other criminal action that may be taken against me under any penal law or any law for the time being in force.
- 5) I hereby declare that I have not been expelled or debarred from admission in any institution in the country on account of being found guilty of, abetting or being part of a conspiracy to promote, ragging; and further affirm that, in case the declaration is found to be untrue, I am aware that my admission is liable to be cancelled.
- 6) Along with the above mentioned points I do hereby declare that
  - a) I will obey the code of conduct of the institute and do not indulge in any kind of in-disciplined activity while in and off the institution campus.
  - b) I will be solely responsible for any kind of accident/mishap caused on account of the above mentioned clause (6.a).

Declared this \_\_\_\_\_ day of \_\_\_\_\_ month of \_\_\_\_\_ year.

\_\_\_\_\_  
Signature of deponent

Name: \_\_\_\_\_

### VERIFICATION

Verified that the contents of this affidavit are true to the best of my knowledge and no part of the affidavit is false and nothing has been concealed or misstated therein.

Verified at -----(place) on this the -----(day) of -----(month) , -----(year) .

\_\_\_\_\_  
Signature of deponent

Solemnly affirmed and signed in my presence on this the -----(day) of -----(month) ,  
----- (year) after reading the contents of this affidavit.

OATH COMMISSIONER

Note : It is mandatory to submit this affidavit in the above format, if you desire to register for the forthcoming academic session.

## ANNEXURE II AFFIDAVIT BY PARENT/GUARDIAN

I, Mr./Mrs./Ms. \_\_\_\_\_ (full name of parent/guardian)  
father/mother/guardian of, \_\_\_\_\_ (full name of student with University Roll Number),  
having been admitted to \_\_\_\_\_ (name of the institution), have received or  
downloaded a copy of the UGC Regulations on Curbing the Menace of Ragging in Higher Educational Institutions, 2009, (hereinafter called the "Regulations"), carefully read and fully understood the provisions contained in the said Regulations.

- 1) I have, in particular, perused clause 3 of the Regulations and am aware as to what constitutes ragging.
- 2) I have also, in particular, perused clause 7 and clause 9.1 of the Regulations and am fully aware of the penal and administrative action that is liable to be taken against my ward in case he/she is found guilty of or abetting ragging, actively or passively, or being part of a conspiracy to promote ragging.
- 3) I hereby solemnly aver and undertake that
  - a) My ward will not indulge in any behaviour or act that may be constituted as ragging under clause 3 of the Regulations.
  - b) My ward will not participate in or abet or propagate through any act of commission or omission that may be constituted as ragging under clause 3 of the Regulations.
- 4) I hereby affirm that, if found guilty of ragging, my ward is liable for punishment according to clause 9.1 of the Regulations, without prejudice to any other criminal action that may be taken against my ward under any penal law or any law for the time being in force.
- 5) I hereby declare that my ward has not been expelled or debarred from admission in any institution in the country on account of being found guilty of, abetting or being part of a conspiracy to promote, ragging; and further affirm that, in case the declaration is found to be untrue, the admission of my ward is liable to be cancelled.
- 6) Along with the above mentioned points I do hereby declare that
  - a) My ward will obey the code of conduct of the institute and do not indulge in any kind of in-disciplined activity while in and off the institution campus.
  - b) My ward will be solely responsible for any kind of accident/mishap caused on account of the above mentioned clause (6.a).

Declared this \_\_\_\_\_ day of \_\_\_\_\_ month of \_\_\_\_\_ year.

\_\_\_\_\_  
Signature of deponent

Name:

Address:

Telephone/ Mobile No.:

### VERIFICATION

Verified that the contents of this affidavit are true to the best of my knowledge and no part of the affidavit is false and nothing has been concealed or misstated therein.

Verified at (place) on this the (day) of (month), (year) .

\_\_\_\_\_  
Signature of deponent

Solemnly affirmed and signed in my presence on this the \_\_\_\_\_ (day) of \_\_\_\_\_ (month) , \_\_\_\_\_ (year) after reading the contents of this affidavit.

OATH COMMISSIONER

Note: It is mandatory to submit this affidavit in the above format, if you desire to register for the forthcoming academic session.

