



## DETAILED TEACHING SCHEME

FACULTY OF MANAGEMENT  
ACADEMIC YEAR - 2020-21

PROGRAM: BACHELOR OF VOCATION (SALES AND MARKETING)  
SEMESTER - I (Batch - 2020-23)

DEFINATION OF CREDIT: 1. **Lecture (L):** 1 hour/week/semester, 2. **Practical (P):** 2 hours/week/semester 3. **Tutorial(T):** 2 hours/week/semester

TEACHING SCHEME										
Course Code	Course Name	Teaching Hours			SSH	Credits	Audit course	CIE	PSEE	Remarks if any
		Theory	Tutorial	Practical						
BVC101	English as a Second Language Preliminary level - I	6	-	-	2	6	NO	Y	N	
BVC102	Basics of Information Technology	4	-	-	1.5	4	NO	Y	N	
BVC103	Corporate and Business Etiquettes	2	-	-	1	2	NO	Y	N	
BMS101	Basics of Sales Management	6	-	-	2	6	NO	Y	N	
BMS102	Vocational Practice - I	-	-	24	8	12	NO	Y	Y	
	<b>TOTAL</b>	<b>18</b>	<b>0</b>	<b>24</b>	<b>14.5</b>	<b>30</b>				
		<b>Total Teaching Hours</b>			<b>42</b>					

N- No      CIE - Continuous internal evaluation

Y - Yes      PSEE - Practical semester end examination including ITD, Dissertation, Industrial project, Industrial training etc..

SSH - Self-study hours

HOD

Director



## DETAILED TEACHING SCHEME

FACULTY OF MANAGEMENT  
ACADEMIC YEAR - 2020-21

PROGRAM: BACHELOR OF VOCATION (SALES AND MARKETING)  
SEMESTER - II (Batch - 2020-23)

DEFINATION OF CREDIT: 1. **Lecture (L):** 1 hour/week/semester, 2. **Practical (P):** 2 hours/week/semester 3. **Tutorial(T):** 2 hours/week/semester

TEACHING SCHEME										
Course Code	Course Name	Teaching Hours			SSH	Credits	Audit course	CIE	PSEE	Remarks if any
		Theory	Tutorial	Practical						
BVC201	Principles of Management	6	-	-	2	6	NO	Y	N	
BVC202	Organizational Behavior	6	-	-	2	6	NO	Y	N	
BMS201	Principles of Marketing -I	2	-	-	1	2	NO	Y	N	
BMS202	Social Media for Business -I	2	-	-	1	2	NO	Y	N	
BMS203	Promotion Management -I	2	-	-	1	2	NO	Y	N	
BMS204	Vocational Practice-II	-	-	24	8	12	NO	Y	Y	
	<b>TOTAL</b>	<b>18</b>	<b>0</b>	<b>24</b>	<b>15</b>	<b>30</b>				
		<b>Total Teaching Hours</b>			<b>42</b>					

N- No      CIE - Continuous internal evaluation

Y - Yes      PSEE - Practical semester end examination including ITD, Dissertation, Industrial project, Industrial training etc..

SSH - Self-study hours

HOD

Director



## DETAILED TEACHING SCHEME

FACULTY OF MANAGEMENT

ACADEMIC YEAR - 2020-21

DEFINATION OF CREDIT: 1. **Lecture (L):** 1 hour/week/semester, 2. **Practical (P):** 2 hours/week/semester 3. **Tutorial(T):** 2 hours/week/semester

PROGRAM: BACHELOR OF VOCATION (SALES AND MARKETING)

SEMESTER - III (Batch - 2020-22)

TEACHING SCHEME										
Course Code	Course Name	Teaching Hours			SSH	Credits	Audit course	CIE	PSEE	Remarks if any
		Theory	Tutorial	Practical						
BVC301	Basics of Financial Management	4	-	-	1.5	4	NO	Y	N	
BVC302	Basics of Human Resource Management	4	-	-	1.5	4	NO	Y	N	
BVC303	Information technology for Managers	4	-	-	1.5	4	NO	Y	N	
BMS301	Remuneration of Sales Person	2	-	-	1	2	NO	Y	N	
BMS302	Sales and Distribution Management	4	-	-	1.5	4	NO	Y	N	
BMS303	Vocational Practice - III	-	-	24	8	12	NO	Y	Y	
	<b>TOTAL</b>	<b>18</b>	<b>0</b>	<b>24</b>	<b>15</b>	<b>30</b>				
		<b>Total Teaching Hours</b>			<b>42</b>					

N- No

CIE - Continuous internal evaluation

Y - Yes

PSEE - Practical semester end examination including ITD, Dissertation, Industrial project, Industrial training etc..

SSH - Self-study hours

HOD

Director

FACULTY OF MANAGEMENT  
ACADEMIC YEAR - 2020-21

PROGRAM: BACHELOR OF VOCATION (SALES AND MARKETING)  
SEMESTER - IV (Batch - 2020-22)

DEFINATION OF CREDIT: 1. **Lecture (L):** 1 hour/week/semester, 2. **Practical (P):** 2 hours/week/semester 3. **Tutorial(T):** 2 hours/week/semester

TEACHING SCHEME										
Course Code	Course Name	Teaching Hours			SSH	Credits	Audit course	CIE	PSEE	Remarks if any
		Theory	Tutorial	Practical						
BVC401	Human Values and Business Ethics	6	-	-	2	6	NO	Y	N	
BVC402	Principles of Financial Accounting	6	-	-	2	6	NO	Y	N	
BSM401	Principles of Marketing - II	2	-	-	1	2	NO	Y	N	
BSM402	Social Media for Business - II	2	-	-	1	2	NO	Y	N	
BSM403	Promotion Management - II	2	-	-	1	2	NO	Y	N	
BSM404	Vocational Practice - IV	-	-	24	8	12	NO	Y	Y	
	<b>TOTAL</b>	<b>18</b>	<b>0</b>	<b>24</b>	<b>15</b>	<b>30</b>				
		<b>Total Teaching Hours</b>			<b>42</b>					

N- No      CIE - Continuous internal evaluation

Y - Yes      PSEE - Practical semester end examination including ITD, Dissertation, Industrial project, Industrial training etc..

SSH - Self-study hours



## DETAILED TEACHING SCHEME

FACULTY OF MANAGEMENT  
ACADEMIC YEAR - 2020-21

PROGRAM: BACHELOR OF VOCATION (SALES AND MARKETING)  
SEMESTER - V (Batch - 2020-21)

DEFINATION OF CREDIT: 1. **Lecture (L):** 1 hour/week/semester, 2. **Practical (P):** 2 hours/week/semester 3. **Tutorial(T):** 2 hours/week/semester

TEACHING SCHEME										
Course Code	Course Name	Teaching Hours			SSH	Credits	Audit course	CIE	PSEE	Remarks if any
		Theory	Tutorial	Practical						
BVC501	Basics of Communication	6	-	-	2	6	NO	Y	N	
BVC502	Yoga and Health Management	2	-	-	1	2	NO	Y	N	
BVC503	Business Environment and Economics	4	-	-	1.5	4	NO	Y	N	
BMS501	Retail Sales Management	6	-	-	2	6	NO	Y	N	
BMS502	Vocational Practice - V	-	-	24	8	12	NO	Y	Y	
	<b>TOTAL</b>	<b>18</b>	<b>0</b>	<b>24</b>	<b>14.5</b>	<b>30</b>				
		<b>Total Teaching Hours</b>			<b>42</b>					

N- No CIE - Continuous internal evaluation

Y - Yes PSEE - Practical semester end examination including ITD, Dissertation, Industrial project, Industrial training etc..

SSH - Self-study hours

HOD

Director



## DETAILED TEACHING SCHEME

FACULTY OF MANAGEMENT  
ACADEMIC YEAR - 2020-21

PROGRAM: BACHELOR OF VOCATION (SALES AND MARKETING)  
SEMESTER - VI (Batch - 2020-21)

DEFINATION OF CREDIT: 1. **Lecture (L):** 1 hour/week/semester, 2. **Practical (P):** 2 hours/week/semester 3. **Tutorial(T):** 2 hours/week/semester

TEACHING SCHEME										
Course Code	Course Name	Teaching Hours			SSH	Credits	Audit course	CIE	PSEE	Remarks if any
		Theory	Tutorial	Practical						
BVC601	Entrepreneurship Development Program (EDP)	6	-	-	2	6	NO	Y	N	
BVC602	Employability & Life Skills	6	-	-	2	6	NO	Y	N	
BSM601	E-Commerce and Business	4	-	-	1.5	4	NO	Y	N	
BSM602	International Business and Marketing	2	-	-	1	2	NO	Y	N	
BSM603	Vocational Practice - VI	-	-	24	8	12	NO	Y	Y	
	<b>TOTAL</b>	<b>18</b>	<b>0</b>	<b>24</b>	<b>14.5</b>	<b>30</b>				
		<b>Total Teaching Hours</b>			<b>42</b>					

N- No CIE - Continuous internal evaluation

Y - Yes PSEE - Practical semester end examination including ITD, Dissertation, Industrial project, Industrial training etc..

SSH - Self-study hours

HOD

Director