

KALIMPONG COLLEGE

Bachelor of Business Administration(BBA)course under University of North Bengal was introduced in Kalimpong College in 2007 as self finance course with an objective of imparting knowledge and skill amongst students on management and administration of business.. Considering the socio-economic condition of the region the course is offered at at reasonably low cost. It has a team of efficient sincere,dedicated and committed teachers. Students get personal attention as teacher students ratio is ideal.The course is designed to help students to develop decision making ability in real life business situations. It also focuses on developing operational and analytical skills in students to tackle business problems in different functional areas. The students are required to choose a specialization of their interest in the last year of the program, which further facilitates them to develop their management skills in a particular functional area. The course also aims to inculcate global view of the industrial and organizational establishments and their functions which support the business system. It is expected that at the end of the course the student will:

- Develop leadership and managerial skills
- Exhibit technical proficiency in comprehending basic business problems
- Analyze and develop solutions for business problems and issues by evaluating relevant information.
- Exhibit competence in use of technology and information systems in business decision making.
- Conceptualize a business plan and develop a business plan document
- Develop entrepreneurial skills for creating and managing innovation and startups

The BBA HonoursProgram graduates are therefore expected to be suitable for absorption into industry in base level managerial posts and also for higher level studies and research in management.

Fees Structure of BBA

Admission	Second Semester	Third Semester	Fourth Semester	Fifth Semester	Sixth Semester	Total
17000/-	12500/-	12500/-	12500/-	12500/-	12500/-	79500/-

In addition, students would have to pay 2000/- as fee for Communicative English with the fee of Third semester. The above fees do not include cost of Uniform, Examination fees and cost of Excursion, if any.

BBA Honours Program

vii) Scheme for CBCS in B.B.A. Honours Program

Year	Semester	Discipline Specific Core Course (DSC)	Ability Enhancement Compulsory Course (AECC)	Skill Enhancement Course (SEC)	Discipline Specific Elective Course (DSE)	Generic Elective Course (GE)
1	1	DSC - 1	AECC-1			GE - 1
		DSC - 2				
	2	DSC - 3	AECC-2			GE - 2
		DSC - 4				
2	3	DSC - 5		SEC - 1	GE - 3	
		DSC - 6				
		DSC - 7				
	4	DSC - 8		SEC - 2	GE - 4	
		DSC - 9				
		DSC - 10				
3	5	DSC - 11			DSE - 1	
		DSC - 12			DSE - 2	
	6	DSC - 13			DSE - 3	
		DSC - 14			DSE - 4	

Table 7: Subject Combination for B.B.A. Honours Program**SEMESTER - I**

Course No.	Course Title	Course Type	Marks	Credits
101	Environmental Studies	AECC - 1	100	2
102	Principles of Management and Organisation Behaviour	DSC - 1	75	6
103	Business Regulatory Framework	DSC - 2	75	6
104	Micro Economics	GE - 1	75	6
Total			325	20

SEMESTER - II

Course No.	Course Title	Course Type	Marks	Credits
201	English/MIL	*AECC – 2	50	2
202	Business Mathematics	DSC - 3	75	6
203	Financial Accounting for Managers	DSC - 4	75	6
204	Business Environment	GE - 2	75	6
Total			275	20

* AECC-2 : English/MIL (Nepali/Hindi/Bengali)

SEMESTER - III

Course No.	Course Title	Course Type	Marks	Credits
301	Income Tax – Laws & Practice	DSC - 5	75	6
302	Cost & Management Accounting	DSC - 6	75	6
303	Financial Management	DSC - 7	75	6
304	Quantitative Techniques	GE - 3	75	6
305	Entrepreneurship Development	SEC - 1	75	2
Total			375	26

SEMESTER – IV

Course No.	Course Title	Course Type	Marks	Credits
401	Human Resource Management	DSC - 8	75	6
402	Marketing Management	DSC - 9	75	6
403	Production Management	DSC - 10	75	6
404	GST and Customs Duty	GE - 4	75	6
405	E Commerce	SEC – 2	75	2
Total			375	26

SEMESTER – V

Course No.	Course Title	Course Type	Marks	Credits
501	Business Statistics	DSC - 11	75	6
502	Strategic Management	DSC - 12	75	6
503FA 503FB 503FC 503MA 503MB 503MC	Any one paper from the three Groups based on Specialisation opted : Group A : FINANCE (a) Corporate Accounting (b) Financial Markets and Institutions (c) Microfinance and Financial Inclusion Group B : MARKETING (a) Marketing of Services (b) Consumer Behaviour (c) Marketing Research	DSE – 1	75	6
504FA 504FB 504FC 504MA 504MB 504MC	Any one paper from the three Groups based on specialization opted ,excluding the paper taken in DSE I: Group A : FINANCE (a) Corporate Accounting (b)Financial Markets and Institutions (c) Microfinance and Financial Inclusion Group B : Marketing (a) Marketing of Services (b)Consumer Behaviour (c) Marketing Research	DSE – 2	75	6
Total			300	24

SEMESTER – VI

Course No.	Course Title	Course Type	Marks	Credits
601	Computer Applications In Business	DSC - 13	75	6
602	Report on Project Work	DSC - 14	75	6
603FA 603FB 603FC 603MA 603MB 603MC	<p>Any one paper from the three Groups based on specialization opted :</p> <p>Group A : FINANCE (a) Financial Statement Analysis (b) Investment banking and Financial Services (c) Security Analysis and Portfolio Management</p> <p>Group B : MARKETING (a) Advertising and Sales Promotion (b) Distribution and Retail Management (c) International Marketing</p>	DSE – 3	75	6
604FA 604FB 604FC 604MA 604MB 604MC	<p>Any one paper from the three Groups based on specialization opted ,excluding the paper taken in DSE III</p> <p>Group A : FINANCE (a) Financial Statement Analysis (b) Investment banking and Financial Services (c) Security Analysis and Portfolio Management</p> <p>Group B : Marketing (a) Advertising and Sales Promotion (b) Distribution and Retail Management (c) International Marketing</p>	DSE – 4	75	6
Total			300	24
Grand Total			1950	140

Notes:

1. One credit is equivalent to one hour of teaching (lecture or tutorial) or two hours of practical work per week in a semester.
2. Students need to choose the specialization at the beginning of fifth semester and retain the same specialization in the sixth semester too.
3. Report on Project Work (course 602) will be examined externally on 60 marks and 15 marks will be allotted for continuing evaluation conducted as viva voce only.