

IDEAL INSTITUTE OF MANAGEMENT AND TECHNOLOGY

PROGRAMME: BBA

SEMESTER - I

ACADEMIC YEAR - 2022-23 (DEC. 2022)



| Course Code | Course Title | Lesson Planner | Lectures/ week (60 Min. each) | Tutorials/ Practicals / Projects/Labs (Per Week) | Credits |
|-------------|--------------------|----------------|----------------------------------|---|---------|
| 107 | Business Economics | BBA 107 | 4 | 0 | 4 |

Marks Assessment Distribution
As per GGSIP University norms








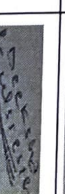

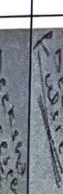
- Continuous Assessment: 25 (Class Test + Viva Voce/ Class Presentations/Class Interaction/Group Discussion)
- End Term Examination: 75



Learning Objective
To train students to have a basic understanding about the concept of service through practical real life examples of this course. This course will help students in understanding the basic differences between goods and services, types of services. Process of services marketing.

| Sr No | Title | Author | Publisher Name | |
|----------------------------|--------------------------------|---------------------|--------------------------------|--|
| T-1 | Business Economics – I (Micro) | Dr. D.D. Chaturvedi | K. L. Malik and Sons Pvt. Ltd. | |
| T-2 | Managerial Economics | Dwivedi, D.N. | Vikas Publishing House | |
| REFERENCE BOOKS (R) | | | | |
| R-1 | | | | |

TEXT BOOKS (T)/Self Instructional Material/Websites

DETAILED PLAN FOR LECTURES

| 1 | 2 | 3 | 4 | 5 | 6 | 7 |
|-------------|----------|-------------|---|---|--|--|
| Lecture No. | Date | Unit/ Topic | Sub-Topic/ Lecture Description | Learning Outcomes | References/ | Signature of Faculty |
| 1. | 03/12/22 | UNIT IV | Pricing under Monopoly competition- Features | Students learnt different types of competitions that exists in market and the features and equilibrium of each market type. | Self-compiled instructional material from Text Book T1 |  |
| 2. | 05/11/22 | | Pricing under Monopoly competition- Equilibrium | | Self-compiled instructional material from Text Book T1 |  |
| 3. | 06/11/22 | | Price Discrimination | | Self-compiled instructional material from Text Book T2 |  |
| 4. | 07/11/22 | | Pricing under Monopolistic competition- Features | | Self-compiled instructional material from Text Book T1 |  |
| 5. | 08/11/22 | | Pricing under Monopolistic competition- Equilibrium | | Self-compiled instructional material from Text Book T1 |  |
| 6. | 13/11/22 | | Pricing under Oligopoly competition- Features | | Self-compiled instructional material from Text Book T1 |  |
| 7. | 14/11/22 | | Cournot Model, Kinked demand curve | | Self-compiled instructional material from Text Book T1 |  |
| 8. | 16/11/22 | | Revision of unit IV | | Self-compiled instructional material from Text Book T1 |  |
| 9. | 19/11/22 | | Revision of unit IV | | Self-compiled instructional material from Text Book T1 |  |
| 10. | 23/11/22 | | Discussion of important questions of Unit 1 | | Self-compiled instructional material from Text Book T1 |  |
| 11. | 24/11/22 | | UNIT I | | Discussion of important questions of Unit 1 | Self-compiled instructional material from Text Book T1 |

| | | | | |
|-----|----------|---|--|---|
| 12. | 26/11/22 | Taking doubts of students | Self-compiled instructional material from Text Book T1 |  |
| 13. | 27/11/22 | | | Discussion of important questions of Unit 2 |
| 14. | 28/11/22 | Discussion of important questions of Unit 2 | Self-compiled instructional material from Text Book T1 |  |
| 15. | 30/11/22 | | | Discussion of important questions of Unit 3 |

REMARKS BY HOD:

good preparations

Dr. Vineeta Sharma
 (HOD, BBA I Shift)
Sharma
 2/12/22

REMARKS BY DIRECTOR:

[Signature]
[Signature]
 2/12/22

IDEAL INSTITUTE OF MANAGEMENT AND TECHNOLOGY



PROGRAMME: BBA CAM

SEMESTER - III











ACADEMIC YEAR - 2022-23 (DEC 2022)

| Course Code | Course Title | Lesson Planner | Lectures/ week (60 Min. each) | Tutorials/ Practicals / Projects/Labs (Per Week) | Credits |
|--------------------------------------|---|----------------|----------------------------------|---|---------|
| 019 | Business Communication | BBA (CAM) 209 | 4 | 0 | 3 |
| Marks Assessment Distribution | As per GGSIP University norms | | | | |
| | <ul style="list-style-type: none"> > Continuous Assessment: 25 (Class Test + Viva Voce/ Class Presentations/Class Interaction/Group Discussion) > End Term Examination: 75 | | | | |
| Learning Objective | To train students to enhance their skills in written as well as oral Communication through practical conduct of this course. This course will help students in understanding the principles & techniques of business communication. | | | | |

TEXT BOOKS (T)/Self Instructional Material/Websites

| Title | Author | Publisher Name |
|--------------------------------------|--|------------------------|
| Business Communication | T. N. Chhabra Sandhya Chhabra | Sun India Publications |
| Essentials of Business Communication | Rajendra Pal J. S. Korlahalli | Sultan Chand & Sons |
| REFERENCE BOOKS (R) | | |
| Effective Business Communication | Herta A. Murphy Herbert W. Hidebrandt | McGraw Hill |

DETAILED PLAN FOR LECTURES

| 1 | 2 | 3 | 4 | 5 | 6 | 7 |
|-------------|------------|-------------|--------------------------------|---|---|---|
| Lecture No. | Date | Unit/ Topic | Sub-Topic/ Lecture Description | Learning Outcomes | References/ | Signature of Faculty |
| 1. | 01/11/2022 | UNIT - IV | Revision | Revision Presentations by the students were done. | Self-compiled instructional material from Text Book T1 and R1 |  |
| 2. | 03/11/2022 | | Revision | | Self-compiled instructional material from Text Book T1 and R1 |  |
| 3. | 04/11/2022 | | Revision | | Self-compiled instructional material from Text Book T1 and R1 |  |
| 4. | 10/11/2022 | | Presentations | | NA |  |
| 5. | 17/11/2022 | | Presentations | | NA |  |
| 6. | 18/11/22 | | Presentations | | NA |  |
| 7. | 19/11/22 | | Presentations | | NA |  |
| 8. | 22/11/22 | | Presentations | | NA |  |
| 9. | 25/11/22 | | Presentations | | NA |  |
| 10. | 26/11/22 | | Presentations | | NA |  |

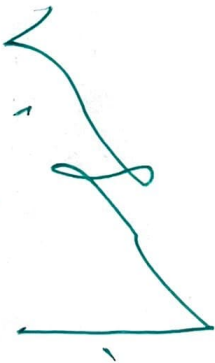
REMARKS BY HOD:

Good. Work.

Dr. Vineeta Sharma
(HOD, BBA I Shift)


2/12/22

REMARKS BY DIRECTOR:



Prof. (Dr.) Anil Parkash Sharma
(Director)


2/12/22

IDEAL INSTITUTE OF MANAGEMENT AND TECHNOLOGY



PROGRAMME: BBA

SEMESTER – V

ACADEMIC YEAR – 2022-23 (November 2022)






| Course Code | Course Title | Lesson Planner | Lectures/ week (60 Min. each) | Tutorials/ Practicals / Projects/Labs (Per Week) | Credits |
|--------------------------------------|---|----------------|----------------------------------|---|---------|
| 301 | Income Tax Law and Practices | BBA (17301) | 4 | 0 | 4 |
| Marks Assessment Distribution | As per GGSIP University norms | | | | |
| | <ul style="list-style-type: none"> ➤ Continuous Assessment: 25 (Class Test + Viva Voice/ Class Presentations/Class Interaction/Group Discussion) ➤ End Term Examination: 75 | | | | |
| Learning Objective | To provide knowledge of the various provisions of the income tax law in India, and enable the students to apply such provisions to compute total income and tax liability of individuals. | | | | |




TEXT BOOKS (T)/ Self Instructional Material/Websites

| Sr No | Title | Author | Publisher Name |
|----------------------------|--|--|--|
| T-1 | Systematic Approach to Taxation 44 th Edition | Dr. Girish Ahuja Dr. Ravi Gupta | Commercial Law Publishers (India) Pvt. Ltd |
| T-2 | Direct Taxes Law and Practices | Dr. Vinod K Singhania Dr. Kapil Singhania | Taxmann's Flagship Publication |
| REFERENCE BOOKS (R) | | | |
| R-1 | Lexis Nexis's Income Tax Law (Vol 1 to 5) | Chaturvedi and Pithisaria | Lexis Nexis's |

DETAILED PLAN FOR LECTURES

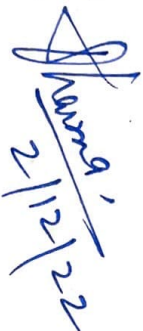
| 1 | 2 | 3 | 4 | 5 | 6 | 7 |
|-------------|------------|-------------|---|--|---|----------------------|
| Lecture No. | Date | Unit/ Topic | Sub-Topic/ Lecture Description | Learning Outcomes | References/ | Signature of Faculty |
| 1. | 01/11/2022 | | Introduction to capital gains and types of capital gains (Theory + Numerical) | | | |
| 2. | 02/11/2022 | UNIT - II | Short-term Capital Gains (Theory + Numerical) | Students learnt the calculation of taxable income under the head "Capital Gains" and "Other Sources" under this unit. | Self-compiled instructional material from Text Book T1 and R1 | <i>Sarita</i> |
| | | | Long-term Capital Gains (Theory + Numerical) | | | |
| 3. | 04/11/2022 | | Income from Other Sources | | Self-compiled instructional material from Text Book T1 and R1 | |
| 4. | 07/11/2022 | | Provisions for Clubbing of Income | Students learnt various provisions for Clubbing of Income along with the Setoff and carry forward of losses under this unit. | Self-compiled instructional material from Text Book T1 and R1 | <i>Sarita</i> |
| 5. | 09/11/2022 | UNIT-III | Meaning and provisions of Set off and Carry Forward of Losses | | Self-compiled instructional material from Text Book T1 and R1 | <i>Sarita</i> |
| 6. | 11/11/2022 | | Meaning and provisions of Set off and Carry Forward of Losses | | Self-compiled instructional material from Text Book T1 and R1 | <i>Sarita</i> |
| 7. | 14/11/2022 | | Introduction to topic- "Deduction of Tax at Source" | | Self-compiled instructional material from Text Book T1 | <i>Sarita</i> |
| 8. | 15/11/2022 | | TDS on salary (Theory + Numericals) | | Self-compiled instructional material from Text Book T1 and R1 | <i>Sarita</i> |

| | | | | | | |
|-----|------------|-----------|--|--|--|---|
| 9. | 16/11/2022 | Unit- IV | Deduction of Tax at Source (Theory + Numericals): <ul style="list-style-type: none"> • TDS on Interest on Securities (Sec 193) • TDS on winning from lotteries, crossword puzzles etc. (Sec 194) • TDS on Commission on Sale of Lottery Tickets • TDS on Rent • TDS on winning from horse races • Insurance Commission • TDS on Immovable Properties | <p>Students learnt about "TDS" along with "Assessment of Tax" under this unit.</p> | <p>Self-compiled instructional material from Text Book T1 and R1</p> |  |
| 10. | 18/11/2022 | | Assessment of Individuals | | <p>Self-compiled instructional material from Text Book T1 and R1</p> |  |
| 11. | 21/11/2022 | | Assessment of Individuals | | <p>Self-compiled instructional material from Text Book T1 and R1</p> |  |
| 12. | 22/11/2022 | | Deductions u/s 80C | | <p>Self-compiled instructional material from Text Book T1 and R1</p> |  |
| 13. | 23/11/2022 | Unit- III | Deductions u/s: <ul style="list-style-type: none"> • 80 CCC, 80CCD, 80 CCD(1) • 80 D, 80DD • 80E, 80EE, 80EEB • 80G | | <p>Self-compiled instructional material from Text Book T1 and R1</p> |  |

| | | | | | | |
|-----|------------|---------|--|---|--|---|
| 14. | 28/11/2022 | | <p>Deductions u/s:</p> <ul style="list-style-type: none"> • 80 GG, 80CGA • 80 I-A, 80I-AC, 80-IB, 80-IE • 80JJA • 80-P, 80PA • 80QQB • 80RRB • 80TTA • 800TTB • 80U | <p>Students learnt about various "Deductions u/s 80C to 80U" under this unit.</p> | <p>Self-compiled instructional material from Text Book T1 and R1</p> |  |
| 15. | 29/11/2022 | | <p>Numerical on Deductions</p> | | <p>Self-compiled instructional material from Text Book T1 and R1</p> |  |
| 16. | 30/11/2022 | Unit-IV | <p>Procedure for filing of returns (Online Filing- ITR)</p> | <p>Students learnt the procedure for filing ITR under this unit.</p> | <p>Self-compiled instructional material from Text Book T1 and R1</p> |  |

REMARKS BY HOD: Well planned work.

Dr. Vineeta Sharma
(HOD, BBA I Shift)


2/12/22

REMARKS BY DIRECTOR:



8/4/23

IDEAL INSTITUTE OF MANAGEMENT AND TECHNOLOGY



| PROGRAMME: BBA (CAM) | | SEMESTER – II | | ACADEMIC YEAR – 2022-23(MAR 2023) | |
|--------------------------------------|---|------------------------|----------------------------------|---|---------|
| Course Code | Course Title | Course/ Lesson Planner | Lectures/ week (55 Min. each) | Tutorials/ Practical/ Projects/Labs (Per Week) | Credits |
| 019 | Marketing Management | BBA CAM 102 | 4 | 0 | 4 |
| Marks Assessment Distribution | As per GGSIP University norms | | | | |
| | <ul style="list-style-type: none"> ➤ Continuous Assessment: 25 (Class Test + Viva Voce/ Class Presentations/Class Interaction/Group Discussion) ➤ End Term Examination: 75 | | | | |
| Learning Objective | The object of this paper is to make the students realize the importance of marketing in business and to provide a background to marketing skills in the competitive environment. | | | | |

| TEXT BOOKS (T)/Self Instructional Material/Websites | | | REFERENCE BOOKS (R) | | |
|---|----------------------|-------------------------------|-----------------------------------|--|--|
| Sr. No | Title | Author | Publisher Name | | |
| T-1 | Marketing Management | T.N. Chhabra Ankur Chhabra | Sun India Publications, New Delhi | | |
| R-1 | Marketing Management | Philip Kotler | Pearson | | |
| R-2 | Marketing Management | Nair Rajan Gupta C.B | Sultan Chand and Sons | | |

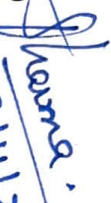
| 1 | 2 | 3 | 4 | 5 | 6 | 7 |
|-------------|-----------|-------------|---|--|--|----------------------|
| Lecture No. | Date | Unit/ Topic | Sub-Topic/ Lecture Description | Learning Outcomes | | Signature of Faculty |
| 1. | 10.3.2023 | UNIT - I | Meaning and Overview of Marketing Management | Students learnt about | References/ Text Books/ Other Readings, Relevant Websites, Audio Visual Aids, software / Self compiled instructional material and Pedagogical Tool/ Demonstration/ Case Study / Group Discussion/Power Point Presentation etc. | <i>Tammar</i> |
| 2. | 14.3.2023 | | Nature of Marketing | | 1. How Marketing is important for a Company? | |
| 3. | 15.3.2023 | | Scope & Importance of Marketing. | 2. Behavioral impact of Marketing practices in business | Case Study | <i>Tammar</i> |
| 4. | 16.3.2023 | | Basic Concepts of Market, Selling and Marketing | | Text Book (T1) + Reference Book (R1) Pedagogical Tools: Chalk & Board | <i>Tammar</i> |
| 5. | 17.3.2023 | | Marketing Environment. | Text Book (T1) + Reference Book (R2) Pedagogical Tools: Chalk & Board | <i>Tammar</i> | |
| 6. | 22.3.2023 | | Market Segmentation | Case Study + PPT | <i>Tammar</i> | |

| | | | | | | |
|-----|-----------|--|--------------------------------------|--|--|--------|
| | 23.3.2023 | | Marketing Environment | | Text Book (T1) + Reference Book (R2) Pedagogical Tools: Chalk & Board | Tanwar |
| 8. | 24.3.2023 | | Bases for Segmentation | | Case Study | Tanwar |
| 9. | 25.3.2023 | | Consumer Decision Making | | Text Book (T1) + Reference Book (R1) Pedagogical Tools: Chalk & Board | Tanwar |
| 10. | 29.3.2023 | | Process and Rational Decision Making | | Text Book (T1) + Reference Book (R2) Pedagogical Tools: Chalk & Board | Tanwar |
| 11. | 31.3.2023 | | Targeting | | Case Study + PPT | Tanwar |

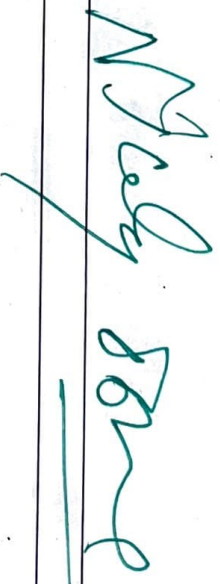
REMARKS BY HOD:

Try to do better.
need to improve formatting.

Dr. Vineeta Sharma
(HOD, BBA 1st Shift)


3/14/23

REMARKS BY DIRECTOR:


Anil Parkash Sharma

Prof. (Dr.) Anil Parkash Sharma
(Director)


3/14/23

IDEAL INSTITUTE OF MANAGEMENT AND TECHNOLOGY



PROGRAMME: BBA GEN

SEMESTER – IV








ACADEMIC YEAR – 2022 – 23 (MAR 2023)

| Course Code | Course Title | Lesson Planner | Lectures/ week (55 Min. each) | Tutorials/ Practicals / Projects/Labs (Per Week) | Credits |
|--------------------------------------|--|----------------|----------------------------------|---|---------|
| 017 | Business Analytics | BBA (GEN) 202 | 2 | 0 | 4 |
| Marks Assessment Distribution | As per GGSIP University norms | | | | |
| | <ul style="list-style-type: none"> ➤ Continuous Assessment: 25 (Class Test + Viva Voce/ Class Presentations/Class Interaction/Group Discussion) ➤ End Term Examination: 75 | | | | |
| Learning Objective | The course aims to impart understanding of business analytics which include the use of data, statistical & quantitative analysis, descriptive & predictive models. | | | | |

TEXT BOOKS (T)/ Self Instructional Material/Websites

| Title | Author | Publisher Name |
|--------------------|------------------|--------------------|
| Business Analytics | Dr. Himani Gupta | Scholar Tech Press |

DETAILED PLAN FOR LECTURES

| 1 | 2 | 3 | 4 | 5 | 6 | 7 | | | | | | | |
|-------------|------------|-------------|---------------------------------|--|--|---|---|---|---|---|---|---|---|
| Lecture No. | Date | Unit/ Topic | Sub-Topic/ Lecture Description | Learning Outcomes | References/ | Signature of Faculty | | | | | | | |
| 1. | 01/03/2023 | UNIT - I | Concept of Business Analytics | Introduction and Discussions About the topics were done. | <p>Self – compiled instructional material from Text Book T1</p> <p>References/ / Other Readings, Relevant Websites, Audio Visual Aids, software / Self compiled Instructional material and Pedagogical Tool Demonstration/ Case Study / Group Discussion/Power Point Presentation etc.</p> |  | | | | | | | |
| 2. | 06/03/2023 | | Concept of Business Analytics | | | | <p>Website: https://www.oracle.com/in/business-analytics/what-is-business-analytics/</p> |  | | | | | |
| 3. | 09/03/2023 | | Evolution of Business Analytics | | | | <p>Website: https://www.analyticssteps.com/blog/future-and-evolution-of-business-analytics/</p> | |  | | | | |
| 4. | 15/03/2023 | | Analytics Process | | | | <p>Self – compiled instructional material from Text Book T1</p> | | |  | | | |
| 5. | 16/03/2023 | | Analytics Process | | | | <p>Website: https://www.analyticssteps.com/blogs/7-steps-business-analytics-process</p> | | | |  | | |
| 6. | 20/03/2023 | | Overview of Data Analytics | | | | <p>Website: https://www.simplilearn.com/tutorials/data-analytics-tutorial/what-is-data-analytics#:~:text=Data%20analytics%20is%20the%20process,and%20efficiency%20of%20your%20business.</p> | | | | |  | |
| 7. | 22/03/2023 | | Data Scientists | | | | <p>Website: https://www.techtarget.com/searchenterpriseai/definition/data-scientist#:~:text=A%20data%20scientist%20is%20an%20individual%20in%20an%20organization.</p> | | | | | |  |
| 8. | 23/03/2023 | | Data Engineer | | | | <p>Website: https://www.techtarget.com/searchdatamanagement/definition/data-engineer#:~:text=A%20data%20engineer%20is%20an%20information%20from%20different%20source%20systems.</p> | | | | | | |

| | | | | |
|-----|------------|--|---|--|
| 9. | 29/03/2023 | Business Data Analyst | Website: https://rockcontent.com/blog/business-data-analyst/#:~:text=A%20Business%20Data%20Analyst%20is%20a%20data%20oriented%20professional%20who,processes%20all%20within%20the%20business. | |
| 10. | 31/03/2023 | Roles & Responsibilities of DS, DE & BDA | Self – compiled instructional material from Text Book TI | |

REMARKS BY HOD:

Agreed *Dark.*

Dr. Vineeta Sharma
(HOD, BBA I Shift)

Sharma
3/4/23

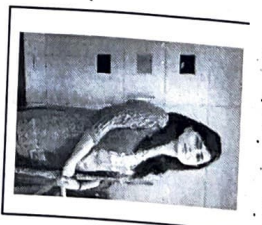
REMARKS BY DIRECTOR:

[Signature]
3/4/23

Prof.(Dr.) Anil Parkash Sharma
(Director)

[Signature]
3/4/23

IDEAL INSTITUTE OF MANAGEMENT AND TECHNOLOGY



PROGRAMME: BBA

SEMESTER – VI


ACADEMIC YEAR – MAR 2022-23

| Course Code | Course Title | Course/ Lesson Planner | Lectures/ week (55 Min. each) | Tutorials/ Practicals/ Projects/Labs (Per Week) | Credits |
|-------------------------------|---|------------------------|----------------------------------|--|---------|
| 017 | Sales & Distribution Management | BBA 310 | 4 | 0 | 4 |
| Marks Assessment Distribution | As per GGSIP University norms | | | | |
| | <ul style="list-style-type: none"> > Continuous Assessment: 25 (Class Test + Viva Voce/ Class Presentations/Class Interaction/Group Discussion) > End Term Examination: 75 | | | | |
| Learning Objective | The object of this paper is to impart the basic knowledge and skills needed to manage the sales force and distribution functions in a business organization so as to help gain a competitive advantage. | | | | |

TEXT BOOKS (T)/Self Instructional Material/Websites

| Sr No | Title | Author | Publisher Name |
|-------|---|---------------------------------|-------------------------|
| T-1 | Sales Management | Stillk.R., Cundiff.E.W & Govoni | Pearson Education |
| T-2 | Sales & Distribution Management | Matin Khan | Excel |
| R-1 | Sales & Distribution Management, Text and cases | Havaldar.KK & Cavale, VM | Tata Mc.Graw Hill |
| R-2 | Sales & Distribution Management | Panda T.K & Sahadev | Oxford University Press |

DETAILED PLAN FOR LECTURES

| (1) | (2) | (3) | (4) | (5) | (6) | (7) | |
|-------------|---------|-------------|---|--|---|---|--|
| Lecture No. | Date | Unit/ Topic | Sub-Topic/ Lecture Description | Learning Outcomes | References/ Text Books/ Other Readings, Relevant Websites, Audio Visual Aids, software / Self compiled instructional material and Pedagogical Tool Demonstration/ Case Study / Group Discussion/Power Point Presentation etc. | Signature of Faculty | |
| 1. | 9.3.23 | UNIT 1 | Concept of evolution of sales management. | Students Acquainted with Basic knowledge about a) Meaning of sales management b) Evolution of sales management c) Personal Selling d) Theories of Personal selling | References/ Text Books/ Other Readings, Relevant Websites, Audio Visual Aids, software / Self compiled instructional material and Pedagogical Tool Demonstration/ Case Study / Group Discussion/Power Point Presentation etc. |  | |
| 2. | 10.3.23 | | Scope and importance of sales management | | | | Self compilation Instructional Material (T-1, T-2) and PPT |
| 3. | 14.3.23 | | Functions of sales Management | | | | Self compilation Instructional Material (T-1, R-1) and PPT |
| 4. | 16.3.23 | | Skills of sales Personnel | | | | Self compilation Instructional Material (T-2, R-2) and PPT |
| 5. | 17.3.23 | | Types of sales managers | | | | Self compilation Instructional Material (T-1, T-2, R-2, R-3), PPT |
| 6. | 21.3.23 | | Sales Process | | | | Self compilation Instructional Material (T-1, T-2, R-2, R-3), PPT |
| 7. | 23.3.23 | | Psychology in selling | | | | Self compilation Instructional Material (T-1, T-2, R-1, R-2) and PPT |

| | | | | |
|-----|---------|----------------------------------|---|--------------------|
| 8. | 24.3.23 | Psychology in Buying | Self compilation Instructional Material (T-1, T-2, R-1, R-2) and PPT | <i>[Signature]</i> |
| 9. | 27.3.23 | Sales Forecasting | Self compilation Instructional Material (T-1, T-2, R-2, R-3), PPT | <i>[Signature]</i> |
| 10. | 28.3.23 | AIDA Theory of Personal Selling. | Self Compilation Material (T-1, T-2, R-2) and PPT | <i>[Signature]</i> |

REMARKS BY HOD:

Alice preparations.

[Signature]
 Dr. Vineta Sharma
 (HOD, BBA)
 3/4/23

REMARKS BY DIRECTOR:

[Signature]

[Signature]
 Prof. (Dr.) Anil Parkash Sharma
 (Director)
 3/4/23