

Third Year of B.B.A. (IB)-SEM V
(Under NEP 2023)

Progressive Education Society's
Modern College of Arts, Science and Commerce,
(Autonomous)

Shivajinagar, Pune – 5

Third Year of B.B.A. (IB)-SEM V

(Under NEP 2023)

Course Code: 23BaBibU5101

**Course Name: International Relations
(Major Core Paper-10)**

Teaching Scheme: 4 Hours per week

Credit: 04

Examination Scheme: CIA: 40 Marks

End-Sem: 60 Marks

Prerequisite Courses:

The students will be able to understand the importance of International Relations and why international relations plays an important role for smooth functioning of business to help every economy boost up in terms of trading factors since every economic condition are based on scarcity and economic problems.

Course Objectives:

1. To Study the Importance of International relations
2. To Understand the different types of Global issues
3. To Study the role of International Organizations in Trade

Course Outcomes:

On completion of the course, student will be able to–

CO No	Course Outcomes (COs)	Blooms Cognitive Level
CO 1	Student will be able to analyze the broad history of international relations	04
CO 2	Student will be able to access the key concepts and theories of international relations	06
CO 3	Student will be able to identify and discuss the major actors and processes of international relations	04
CO 4	Student will be able think critically about the fundamental dimensions of international relations	05
CO 5	Student will be able to explain contemporary international political issues	04
CO 6	Student will be able to apply ideas confidently, thoughtfully and respectfully	03

Course Contents:

Chapter 1	Introduction of International Relations	Lectures
	1.1 Economic Relations 1.2 Socio –Cultural Relation 1.3 Legal Relations 1.4 Political Relations	12
Chapter 2	Regional Economic Integration	
	2.1 European Union [EU] 2.2 Current Practices of European Union [EU] 2.3 South Asian Association for Regional Co-operation [SAARC] 2.4 SAARC and their current Practices 2.5 SAPTA (SAARC Preferential Trading Arrangement) and them current practices 2.6 North Atlantic Free Trade Agreement [NAFTA] & their current Practices 2.5 Brazil, Russia, India, China, and South Africa (BRICS)	14
Chapter 3	Socio-Cultural Relations	
	3.1 Social Structure – Dualism in Indian Society 3.2 Problem of uneven income distribution 3.3 Culture and workplace Religious and ethical systems	12
Chapter 4	Legal Relations	
	4.1 WTO provisions relating to preferential treatment of developing Countries 4.2 Implications of WTO pertaining to General Agreement on Trade in Services [GATS] 4.3 Trade Related Intellectual Property Rights [TRIPs] 4.4 Trade Related Investment measures [TRIMs]	12

	4.5 Commodity Agreement 4.4 Experiential Learning-Model making and presentations- [title-International Culture}	
Chapter 5	Trade Relations	
	5.1 Instruments of Trade Policy 5.2 Tariffs 5.3 Subsidies 5.4 Quotas 5.5 Dumping – Meaning and Antidumping policies Experiential Learning: Model making and Power Point Presentations	10
	Total	60 hrs.

Recommended Books:

- 1) International Business –Competing in the Global Market place Charles Hill, Arun Kumar Jain, TATA McGraw Hill.
- 2) International Economics – W. Charles Sawyer, Richard L. Sprinkle, Prentice Hall India.
- 3) International Business Environment – Black and Sundaram, Prentice Hall India.
- 4) The Global Business Environment – Tayeb, Monis H, Sage Publication, New Delhi Text & cases.
- 5) International Business Environment – Francis Cherunilam, Prentice Hall India.
- 6) Economic Environment of Business – Gosh, Biswanath, south Asia Book, New Delhi.
- 7) www.goodreads.com/shelf/show/international-relations.
- 8) journals.sagepub.com/home/ire.
- 9) Bailys, John, Steve Smith, and Patricia Owens. *The Globalization of World Politics: An Introduction to International Relations*
- 10) Mingst, Karen A., and Ivan M. Arreguín-Toft. *Essentials of International Relations*.

E Books:

- 1) <https://library.oapen.org/bitstream/id/ab86bf74-adb0-4da4-af91-81d1cf34c25a/1007712.pdf>
- 2) <https://www.e-ir.info/textbooks/>
- 3) <https://www.kharagpurcollege.ac.in/studyMaterial/231813Introduction-to-International-Relations-Theories-and-Approaches-by-Robert-Jackson-Georg-S%C3%B8rensen-z-lib.org.pdf>

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Third Year of B.B.A. (IB) SEM V
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**Course Code : 23BaBibU5102 Course Name : International Banking
and Finance (Major Paper 11)**

Teaching Scheme: TH 4 Hours/Week Credit : 04

Examination Scheme: CIA : 40 Marks End-Sem : 60 Marks

Prerequisite: Knowledge of Domestic Banking is expected.

Course Objective -:

1. To acquaint students with Global Banking Practices & various methods for financing in International trade.
2. To make them strong to overcome the international Trade Risks.

Course Outcomes:

On Completion of the course, student will be able to-

CO No.	Outcome	BL
1	Understand the International Financial System of Banks	2
2	Analyzing role of Commercial bank for increasing international trade.	4
3	Remembering process of debt settlement	1
4	Evaluate the risk involved in international trade.	5
5	Identify the role of different international financial agencies.	3
6	Create awareness Euro currency in international Banking.	6

Course Contents:

Chapter 1	<u>Introduction to Indigenous Banking :</u>	14 Lectures
	1.1Meaning and Definition of 'Bank' 1.2 Functions of Bank A. Primary functions: Accepting deposits: Demand deposits: Current and Savings; No Frills Account, Time deposits-Recurring and Fixed deposits, Flexi Deposits Granting Loans and Advances- Term Loan, Short term credit, Overdraft, Cash Credit, Purchasing, Discounting of bills, B. Secondary functions: Agency Functions- Payment and Collection of Cheques, Bills and Promissory notes, Execution of standing instructions, Acting as a Trustee, Executor. General Utility Functions: Safe Custody, Safe deposit vaults, Remittances of funds, Pension Payments, Acting as a dealer in foreign exchange. 1.3 Various Ways of creating Relations in International Market Management Contract, Franchising, Use of Logo, Mergers & Acquisition, Opening of Branch Offices. 1.4 Modern Banking Services : NET Banking/ E Banking, Plastic Money	
Chapter 2	<u>Role of Commercial Banks</u>	14 lectures
	2.1 A. Role of Commercial Banks, B. Mergers and Acquisitions of Banks C. MFI : Micro Finance Institutions & its Role	

	2.2 Role & Functions of EXIM Bank & ECGC [Export Credit Guarantee Corporation] 2.3 Types of Bank Deposits & advances for Importer & exporter (i.e. NRE- Non Resident External A/c NRO-Non Resident Ordinary A/C FCNR-Foreign Convertible Non Resident A/C 2.4 NRNR – Non Resident Non repatriate A/c Deposits] 2.5 Introduction of Nostro, Vostro & Laro Account) 2.6 Transactions (i.e Bill Discounting, Pre & Post shipment Financing, Package Financing Concept of Fee Based & Fund Based Financing(Bank Guarantee, Letter of Credit) Loan Syndications	
Chapter 3	<u>International Debt Settlement</u>	08 lectures
	3.1 Methods of Settlement of International Debts, Open Account, Advance Remittances 3.2 Detailed Study Of Letter of Credit Transactions 3.3 Concepts of Factoring & Forfeiting	
Chapter 4	<u>Role of International Financing Agencies</u>	14 lectures
	4.1 World Bank, IMF-International. Monetary Fund, BIS- Bank for International settlement, ADC-Asian Development Corporation, Introduction to Bandhan Bank and BRICS Bank 4.2 Modern Ways of Financing of International trade – Private Equity, Block Deals, FDI, FII, ADR- (American Depositary Receipts) GDR & ECBs – External Commercial Borrowings 4.3 Risks in International trade-Economic Risks, Transaction & Translation Risk – Ways & means of Risk. 4.4 Hedging Techniques (Currency Futures, Swaps, Forwards , Collars& CAPS	
Chapter 5	<u>Role of Euro Currency</u>	10 lectures

	Euro Currency Market 5.1 Meaning – History of Euro Currency 5.2 Features –Why does this Market Exist? 5.3 Segments of Euro Currency Market 5.4 Advantages of Euro Currency Market <u>Experiential Learning : Case study on BREXIT /</u> <u>Visit to HDFC Bank Foreign Currency Dept /</u> <u>ECGC Bank / NABARD /NIBM/ A speech of</u> <u>Foreign Exchange Expert</u>	
	Total No. of Lectures =	60

Recommended Books by National and International Authors/Publications:

1. International Finance-----Prof A.V. Rajawade
2. Fundamentals of Financial Management ----- Eugene F. Brigham, Joel F. Houston
3. International Finance-----P. G. Apte.
4. **International money**----- **Prof. Adrian Buckley**
5. Exchange Control Regulations-----Nabhi
6. International Financial Management-----MachiRaju.
7. Principles & Practice of Banking----- [Part I & II) By Prof Varshney.
8. Fundamentals of Banking-----Dr. MukundMahajan
9. Foreign Exchange-----Indian Institute of Banking & Finance
10. International Banking-----Indian Institute of Banking & Finance

+

RBI Bulletins

CRISIL REPORTS

Websites :

www.rbi

www.ecgc

gold.org

+ Additional

You Tube :

Recorded Budgetary speeches (live from Loksabha) of Finance Minister of Govt. of India (last 3 years).

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Third Year of B.B.A. (IB) Sem-V

(Under NEP 2023)

Course Code: 23BaBibU5103

**Course Name: E- Commerce Technology
(Major Paper-12)**

Teaching Scheme:

TH: 2 Hours/Week

Credit: 02

Examination Scheme:

CIA: 20 Marks

End-Sem: 30 Marks

Prerequisite Courses:

1. Knowledge of digital equipment handling
2. Knowledge of internet and software handling
3. Knowledge of digital cards

Course Objectives:

1. Knowledge: To understand what is E-commerce
2. Skills: To help students Web Application use in E-Business skills.
3. Attitude: To help students to acquaint with application of E-Com and E- Business in the world of business.

Course Outcomes:

On completion of the course, student will be able to,–

CO No	Course Outcomes (COs)	Blooms Cognitive Level
CO 1	The students will be able to identify the scope of Ecommerce.	01
CO 2	The students will be able to organise new techniques of data interchange.	04
CO 3	The students will be able to associate with connectivity and providers of internet.	02
CO 4	The students will be able implement the ways of E-Payments	03
CO 5	The students will be able to access the techniques of Ecommerce.	05
CO 6	The students will be able to manage the different techniques Internet Marketing	06

Course Contents:

Chapter 1	Introduction to E-Commerce	10 Lectures
	1.1 What is E-Commerce (Introduction And Definition) 1.2 Main activities E-Commerce 1.3 Goals of E-Commerce 1.4 Technical Components of E-Commerce 1.5 Functions of E-Commerce 1.6 Advantages and disadvantages of E-Commerce 1.7 Scope of E-Commerce 1.8 Electronic Commerce Applications 1.9 Electronic Commerce and Electronic Business (C2C, C2G, G2G, B2G, B2P, B2A, P2P, B2A, C2A, B2B, B2C, B2BC)	
Chapter 2	Building Own Website	10 Lectures
	2.1 Reasons for building own website 2.2 Benefits of Website 2.3 Cost, Time, Reach 2.4 Domain Names – Meaning and types of Internet Organizations(.edu, .com, .mil, .gov, .net) 2.5 Internet Service Provides 2.6 Registering a Domain Name 2.7 Web promotion – Meaning and Concept 2.8 Types of Website Promotion like Target email, Banner Exchange, Shopping Bots	
Chapter 3	Internet, Extranet and Intranet	10 lectures
	3.1 Definition of Internet 3.2 Evolution of Internet 3.3 Advantages and Disadvantages of the Internet 3.4 Definition of Intranet & Extranet 3.5 Components of Intranet 3.6 Extranet and Intranet Difference 3.7 Internet Marketing 3.7.1 Meaning of Internet Marketing 3.7.2 Pros & Cons of Online Shopping 3.7.3 Different Techniques of Internet Marketing	
	Total	30

recommended/Reference Books:

1. E-Commerce Concepts, Models, Strategies :- G. S. V. Murthy
Himalaya Publishing House
2. E- Commerce: - Kamlesh K Bajaj and Debjani Nag
3. Electronic Commerce: - Gray P. Schneider
4. E-Commerce, S. Jaiswal – Galgotia.
5. Frontiers of electronic commerce – Kalakata, Whinston, Pearson.

Books by Foreign Authors (International Reference Books)

1. E-Business & E-Commerce Management : Strategy, Implementation and Practice :
Author – Dave Chaffey
2. Ecommerce Evolved: The Essential Playbook To Build, Grow & Scale A Successful
Ecommerce Business : Tanner Larsson (Author)
3. E-Commerce Business Model 2020 : Jim Work and George Brand (Author)
4. Rayport, J. F. & Jaworski, B. J. INTRODUCTION TO E-COMMERCE, New York McGraw-
Hill Irwin.
5. E-Commerce fundamentals and applications Hendry Chan, Raymond Lee, Tharam
Dillon, Elizabeth Chang, John Wiley.
6. Electronic Commerce : Authors: Turban, E., King, D., Lee, J.K., Liang, T.-P., Turban
7. "Web Design: Introductory" by Jennifer T. Campbell and Jessica Minnick.
8. "The Principles of Beautiful Web Design" by Jason Beaird and James George

Websites/E-Books:

1. <https://www.freebookcentre.net/business-books-download/E-Commerce-Notes.html>
2. <https://www.freebookcentre.net/Business/E-Business-Books.html>
3. https://ebooks.lpude.in/computer_application/msc_it/term_3/DCAP306_DCAP511_E-COMMERCE_AND_E-BUSINESS.pdf

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Third Year of B.B.A. (IB) SEM - V
(Under NEP 2023)

Course Code : 23BaBibU5201

**Course Name : Global Business
Ethics (Elective I)**

Credit : 04

Teaching Scheme: TH: 4Hours/Week

Examination Scheme: CIA : 40 Marks

End-Sem : 60 Marks

Prerequisite Courses:

- Some Basic Knowledge of Morals and Ethical Practices is required.

Course Objectives:

1. To provide a comprehensive understanding of the concepts of Business Ethics
2. To develop theoretical tools to understand current ethical issues and their impacts on business.
3. To analyse the role of Ethics on business, Government and Society.
4. To analyse the Ethical scenario with respect to Environment and consumer protection.
5. To learn various Business Ethics practices in view point of International Business.

Course Outcomes:

On Completion of the course, student will be able to-

CO No.	Outcome	BL
1	Remembering key ethical theories & Concepts.	1
2	Understanding the concept of CSR	2
3	Evaluate scope of the business with the Ethical Practices in the International level..	5
4	Apply this knowledge for the Trust Building in the International Business.	3
5	Creating awareness among the students about ethical issues in business.	6
6	Analyzing global financial institution for development of economy.	4

Course Contents

Chapter 1	Ethics	12 lectures
	1.1 Meaning and nature of Ethics, Definition of Morals & Ethics. 1.2. Types of Ethics, Importance of Ethics, Nature of Ethics. 1.3. Business Ethics- Meaning and nature. Importance of ethics in business. 1.4 Types of Business Ethics	
Chapter 2	Corporate Social Responsibility	12 lectures
	2.1. Introduction to CSR. 2.2. Relation between corporate responsibility & Business ethics. 2.3. Discussion of Case lets : a. TATA GRUHINI UDYOG : Tata Motors Grihini Social Welfare Society b. BODY SHOP : Anita Roddick	
Chapter 3	Global Ethics	12 lectures
	3.1. Relationship Between Business Ethics & Business Development 3.2. Role of Business Ethics in Building a Civilized society. 3.3. Ethical Business Practices and WTO. 3.4 Child Labour and Bribery 3.5 Good Practices and Bad Practices	
Chapter 4	Business Ethics in Global Economy	12 Lectures
	4.1 Concept of Globalization 4.2 Developing Business Ethics in Global Economy 4.3 Ethics in Global Marketing & Advertising 4.4 Ethical perspectives in Employment 4.5 Ethics in IT & E-commerce 4.6 Environmental Ethics 4.7 Ethics and Cross- culture influences 4.8 Role of Business Ethics in Developing a Civilized Society	
Chapter 5	Moral issues in Business Justice & Economic system	12 lectures
	5.1. Difference between Ethics and Morals Ethics related to environment protection. 5.2. Ethics relating to Consumer protection- A Social responsibility	

	5.3. Business ethics arguments for and against social responsibility. 5.4. functional ethics-types of ethics according to functions of business: Marketing ethics, Foreign trade ethics and 5.4 Introduction to IPR 5.5 Ethics relating Intellectual Property Rights: Patents, Copyrights, Trade Marks, Designs. Experiential Learning : The Speech/Seminar on Ethical Practices in Foreign Trade/ Caselet of NGO / SEBI/ A Physical/Virtual Ethical Business Competition/Poster Presentation	
	Total No. of Lectures =	60

Recommended Books :

1. Business Ethics (IInd Edition) :- A Kantian Perspective : Norman E. Bowie
2. Business Ethics: -----O.C. Ferrel, John Paul Fraedrich, Linda Ferrell.
3. Global Ethics An Introduction:-----2nd Edition - Wiley
4. Business Ethics:-----Gautam Pherwani
5. Business Ethics: ----- Ritu Pamraj
6. Business Ethics: ----- Prof. Agalgatti

International Journal :

1. Business Ethics - Free Journal Articles : **Cambridge University Press**

Websites:

www.wto.org

www.cambridge.org

www.societyforbusinessethics.org - Society for Business Ethics

<https://www.wipo.int/about-ip/en/>

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Third Year of B.B.A. (IB) Semester V
(Under NEP 2023)

Course Code : 23BaBIBU5202

Course Name : Business Reporting & Analysis
(Elective II)
Credit: 04

Teaching Scheme: TH:4 Hours/Week

Examination Scheme: CIA : 40 Marks

End-Sem : 60 Marks

Prerequisite Courses:

- It is expected that, students have the background of report writing.
- Understanding of need for report writing.

Course Objectives:

- To Study the significance of report writing.
- To learn and develop the skills of appropriate reporting.
- To learn to analyze the reports, and take action in the given situation.

Course Outcomes:

On completion of the course, student will be able to–

Co. No	Outcome	BL
1	Understand everything about report writing	2
2	Create reports of different types	6
3	Remember factors affecting Business Reporting	1
4	Apply Digital technologies driving the future of reporting.	3
5	Analyze various areas of business reporting	4
6	Evaluate various Tools & Techniques used in Business Analysis	5

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Course Contents:

Chapter 1	Introduction to Business Reporting	12 lectures
	1.1 Introduction to Business Reporting. 1.2 Business Reporting- Definition & Importance 1.3 Scope of report writing 1.4 User of Business Report 1.5 Factors Affecting Business Reporting. 1.6 Advantages and disadvantages of report writing. 1.7 Nature of business report 1.8 Qualities of a good business report 1.9 Objectives & functions of report writing 1.10 Designing of Reporting format 1.11 Essential stages of business reporting 1.12 Types of reports.	
Chapter 2	Digital reporting & Business Strategies	12 lectures
	2.1 How companies have changed their business strategies and reporting 2.2. Business reporting in digital world 2.3 Digital technologies driving the future of reporting. - Robotic process automation - Chabot's - Visualization - Machine Learning & Artificial intelligence - Forecasting & Predictive analytics	

	2.4 Analysis Parameters : Industry Size, Segment Size, Category Size, 2.5 Segment wise contribution, 2.6 Growth Patterns & Growth Drivers 2.7 Competition CSF, KPI. 2.8 Category Attractiveness: Extended BCG matrix, Porter's 5 force analysis Diamond Model of Porter 2.9 Selective Business Strategies 2.10 Experiential Learning : Students are asked to visit the website of various companies, and asked to draft a report on various strategies of companies and digital reporting followed by companies.(It is expected that, students should at least visit 10 companies websites)	
Chapter 3	Areas of Business Reporting	10 lectures
	3.1 Marketing Reports 3.2 Financial Reporting 3.3 Inter Company & Intra Company analysis 3.4 Macro Economic Analysis 3.5 Human Recourses Need & Forecasting — 3.6 Global opportunities & Diversification	
Chapter 4	Business Analysis & Its procedure	12 Lectures
	4.1 Business Analysis & Its Procedure 4.2 Factors to be Consider in Business Analysis 4.3 Various Tools & Techniques used in Business Analysis PESTLE MOST SWOT MoSCoW	

	ATWOE The 5 Whys Six Thinking Hats 4.4 Company Analysis 4.5 Economic Analysis 4.6 Sector Analysis& its Correlation with Business Analysis (All strategies to be discussed in relation with covid-19 pandemic situation)	
Chapter 5	Learning actually to analyze various reports	14
	5.1 How to Analyze financial statements/ reports? Learning Key Matrices 5.2 Methods like (1) the income statement, (2) the balance sheet, (3) the cash flow statement, and (4) rates of return 5.3 KPI and Key Matrices in Marketing 5.4 How to analyze the marketing report? 5.5 the 3-3-3 rule in marketing 5.6 How to analyze Economic reports? 5.7 Methods of analysis of economic report Inductive& deductive methods 5.8 Merits & demerits of both the methods and their comparison. 5.9 Impact of digital media on business 5.10 Dash Boards 5.11 Tableau 5.12 Power BI- Online and Offline	
	Total lectures	60

Recommended Books:

1. Business Process Analysis – Geoffery Darton (MakshaDarton Publication)
2. Business Analysis by Debra Paul (2007 Publishing – Donald Yeates)
3. International Financial Reporting Analysis – David Alexander & Anne Briton

- 4 Financial Reporting and Analysis - Charles Gibson.
- 5 Marketing Metrics & Frameworks-Liberman Sammy M)
- 6 Report books of MCCIA
- 7 Annual reports of German Companies

Websites & links:

1. <https://infogram.com/create/report>
2. <https://www.iiba.org/professional-development/career-centre/what-is-business-analysis/>
3. <https://www.glowtouch.com/business-analysis-process-flow/>
4. <https://www.softwaretestinghelp.com/business-analysis-tools/>
5. <https://www2.deloitte.com/us/en/pages/finance-transformation/articles/business-reporting-in-a-digital-world.html>
6. <https://reqtest.com/requirements-blog/what-is-business-analysis/>
7. bef.org
8. investindia.gov.in
9. www.pwc.in
10. <https://www.equitymaster.com/>
11. <https://corporatefinanceinstitute.com/resources/accounting/analysis-of-financial-statements/>
12. <https://funnel.io/blog/6-tips-analyze-marketing-data>
13. <https://unacademy.com/>

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Third Year of B.B.A. (IB) Semester 5
(Under NEP2023)

Course Code : 23BaBibU5301

Course Name : Foreign Language German Paper IV
(Minor paper IV)

Teaching Scheme: TH: 4 Hours/Week

Credit: 04

Examination Scheme: CIA : 40 Marks

End-Sem : 60 Marks

Prerequisite Courses:

- German language course prescribed for forth Semester.

Course Objectives:

- To read understand different vocabulary regarding festivals and celebrations, life in the city, working environments, modes of traveling etc.
- To listen and understand the language in the day-to-day situations when spoken in a slow speed i.e. speaking about festivals and celebrations, life in the city, working environments, modes of traveling etc.
- Focus will be on the four main aspects of learning German as foreign language, namely reading, listening, writing, and speaking. Have knowledge of basic Grammer
- The course would also provide a primary insight into cultural studies of German speaking countries
- As per the European Reference framework for languages the course would be equivalent to A1+ level
- To Study different vocabulary regarding festivals and celebrations, life in the city, working environments, modes of traveling etc

Course Outcomes:

After successful completion of this course students will able to:

CO No	Course Outcomes (COs)	Blooms Cognitive level
CO 1	Recognize and memorize the vocabulary about festivals and celebrations, life in the city, working environments, modes of traveling etc.	1
CO 2	Describe and summarize about festivals and celebrations, life in the city, working environments, modes of traveling etc.	2
CO 3	Categories festivals and celebrations, life in the city, working environments, modes of traveling etc	4
CO 4	Determine a structure of sentences, answers about different topics in day-to-day life. Prepare a telephone conversation or dialogs	3
CO 5	Formulate a letter or E-Mail, invitations, blogs etc.	6
CO 6	Choose correct words, phrases to express day-to-day situations	5

Course Contents

Chapter No	Details of contents	No, Lectures
Chapter 1	Große und kleine Gefühle	
	1.1 über Gefühle sprechen 1.2 Glückwünsche ausdrücken 1.3 sich bedanken 1.4 Freude oder Bedauern ausdrücken 1.5 über ein Ereignis/ eine Veranstaltung sprechen 1.6 Blogs verstehen und schreiben	15
Chapter 2	Leben in der Stadt	
	2.1 ein Vorstellungsgespräch verstehen 2.2 nach Dingen fragen 2.3 Gespräche bei Banken und Behörden verstehen 2.4 höflich um etwas bitten 2.5 einer Stadt- Tour folgen 2.6 eine Stadt beschreiben	15
Chapter 3	Arbeitswelten	No. Lectures
	3.1 ein Gespräch am Fahrkartenschalter führen 3.2 über Freizeitangebote sprechen 3.3 Texten Informationen entnehmen 3.4 Personen vorstellen 3.5 Berufswünsche äußern 3.6 über einen Traumberuf schreiben 3.7 ein Telefongespräch vorbereiten, telefonieren 3.8 Informationen aus einem Text weitergeben	15
Chapter 4	Ganz schön mobil	No. Lectures
	4.1 Informationen erfragen 4.2 eine Wegbeschreibung verstehen und geben 4.3 über Vor- und Nachteile sprechen 4.4 die eigene Meinung sagen 4.5 über den Weg zur Arbeit sprechen 4.6 eine Grafik beschreiben 4.7 kurze Geschichten über Erlebnisse beim Zugfahren verstehen 4.8 eine Geschichte schreiben	15
	Total	60

Reference books:

- Netzwerk neu A1, A2 Kursbuch and Übungsbuch, Klett
- Netzwerk A1, A2 Kursbuch and Arbeitsbuch, Klett
- Menschen A1, A2 Kursbuch and Arbeitsbuch
- Lagune A1, A2 Kursbuch and Arbeitsbuch
- Grammatik Intensivtrainer A1, A2. Langenschied 2006
- Brücke 1 (Balbharati publication)

Websites:

1. <https://www.deutsch-perfekt.com>
2. <https://dw.de>
3. <https://www.goethe.de>
4. <https://mein-deutschbuch.de>
5. [Liveworksheets.com](https://www.liveworksheets.com)

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Third Year of B.B.A. (IB)-Semester V
(NEP 2023 Pattern)

Course Code : 23BaBIBU5501

Course Name : Business Report Writing
(Major Specific Practical III)
(VSC)

Teaching Scheme: TH:4 Hours/Week

Credit: 02

Examination Scheme: CIA : 20 Marks

End-Sem : 30 Marks

Prerequisite Courses:

- It is expected that, students have the background of report writing.
- Understanding of need for report writing.

Course Objectives:

- To Study the significance of report writing.
- To learn and develop the skills of appropriate reporting.
- To learn to analyze the reports, and take action in the given situation.

Course Outcomes:

On completion of the course, student will be able to–

Co. No	Course Outcome	BL
1	Understand everything about report writing	2
2	Create reports of different types	6
3	Remember factors affecting Business Reporting	1
4	Apply Digital technologies driving the future of reporting.	3
5	Analyze various areas of business reporting	4
6	Evaluate various Tools & Techniques used in Business Analysis (data visualization and Business Intelligence tools like Dash boards)	5

Students will write different reports based on the knowledge gained by the syllabus of the subject.

Class should be divided in groups and comprehensive reports should be prepared based on MNCs.
(Different companies are to be identified. For example German MNCs)

TYBBA-IB
SEMESTER-VI

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Third Year of B.B.A. (IB)-SEM VI
(Under NEP 2023)

Course Code: 23BaBibU6101

Course Name: International Business
in service sector
(Major Paper- 13)

Teaching Scheme: TH: 4 Lectures per Week

Examination Scheme: CIA: 40 Marks

Credit: 04

End-Sem: 60 Marks

Prerequisite Courses:

1. Students must have brief knowledge of services.
2. Should be able to distinguish between marketing of goods and marketing of services.

Course Objectives:

1. The main objective of the course is to highlight the distinctive features, operations of the services in the context of international business.
2. To give and understanding as to analyze the opportunities involved in trade in services at the international level.

Course Outcomes:

On completion of the course, student will be able to,-

CO No	Course Outcomes (COs)	Blooms Cognitive level
CO 1	The end user can understands the Growth of services sector & its role in Indian Economy as well can Define the strategies to enter in the Global Economy and How to attract FDI.	01
CO 2	The end user can understand & summarise Important Services from Global Context as well its potential to generate the Employability and Revenue in Foreign Currency.	02
CO 3	The end user can understand World Trade in Services by accessing WTO Agreements. One can become conversant with Trade Barriers to protect his/her START UP or Business w.r.to LPG.	05
CO 4	The end user can understand the Importance of Data Collection for managing the Start UP successfully in International Market.	06

CO 5	The strong Comparative study w.r.to organising the Collected Data, the hurdles can be overcome successfully.	04
CO 6	Overall the end user can implement these: To make it Profit Making business by Understanding the international trade through services sector.	03

Course Contents:

Chapter 1	Growth of services sector & its role in Indian Economy	12 Lectures
	1.1 Factors responsible for Market and Marketability of services as distinct from goods – 1.2 classification of services – Reasons for growth of services as fastest growing, sector of world trade- Global 1.3 Transferability of services 1.4 Strategies to enter global market (Services) 1.5 Role of Services in Employment, Innovative entrepreneurship, FDI in services sector, 1.6 Management problems in Services sector : Operations and Processes, Quality (GAP analysis), People, Physical evidence, Pricing	
Chapter 2	Introduction of important Services from global context	13 Lectures
	2.1 Tourism and Hospitality 2.2 Telecommunication, 2.3 Entertainment and Education 2.4 Health care, 2.5 Information Technology, 2.6 Biotechnology, 2.7 Retailing. 2.8 Domestic Services 2.9 Parlors and Home saloons	
Chapter 3	World Trade in Services	13 lectures
	3.1 Liberalization and Globalization of service 3.2 Services under W.T.O. agreements 3.3 Description of services covered 3.4 Issues related to WTO agreements 3.5 Trade barriers in services	
Chapter 4	Problems in International Trade in Services	10 lectures

	4.1 Data Collection – 4.2 Launching of services in the international market, 4.3 Product Support Services 4.4. Experiential Learning: Students should give brief explanation of any service, which they would like to create, for the betterment of society.	
Chapter 5	Service Consumer Behaviour	12 lectures
	2.1 Service Marketing Triangle 2.2 Internal marketing in services, Components of internal marketing 2.3 External marketing in services, Components of external marketing 2.4 Factors influencing consumers behaviour in services 2.5 Service decision making process	
	Total Lectures	60 Lectures

Recommended Books:

- 1) Vasanti Venugopal, Raghu V.N., Services Marketing – Himalaya Publishing House
- 2) S. Shajahan, International Business, Macmillan.
- 3) V.Jauhari, Kirti Dutta Services, Oxford University Press
- 4) Datta, Sundaram, Indian Economy – S. Chand and Co, Delhi
- 5) Service Management, by James A. Fitzsimmons, Mona J. Fitzsimmons
- 6) International Business – Environments and Operations' John D. Daniels, Lee H. Radebaugh and Daniel P. Sullivan Pearson, 'pearson publication
- 7) Plans for service Business, Oxford. McDonald Mrlcoln Adrian Payne,
- 8) Marketing professional services: winning new business in the professional services sector: Roe, Michael M : Chartered Institute of Marketing
- 9) Services Marketing -The Indian Perspective, Ravi Shanker, Excel Books Publication, New Delhi
- 10) Service Management, V.N. Raghu, Vasanti Venugopal, Himalaya Publishing House, Mumbai
- 11) 'Services Marketing: People, Technology, Strategy', Wirtz Jochen, Lovelock Christopher, Chatterjee Jayanta, Pearson Education, U.K.
- 12) 'Services Marketing: Integrating Customer Focus Across the Firm', Zeithaml and Bitner, Tata McGraw Hill, Noida
- 13) Service Marketing (Concept, Practices & Cases), Dr. Shajahan. S, Himalaya Publishing House, Mumbai
- 14) 'Service Marketing: Operations, Strategy, and Information Technology', James Fitzsimmons, Mona Fitzsimmons, Sanjeev Bordoloi, McGraw Hill, New York
- 15) Service Management Theory and Practices, Kailash Chandra Biswal G. Singaiah, Himalaya Publishing House, Mumbai.
- 16) <https://aclasites.wordpress.com/wp-content/uploads/2017/02/consumer-behavior-building-marketing-strategy-11th-edition.pdf>
- 17) https://ebooks.lpude.in/management/mba/term_3/dmgt506_consumer_behaviour.pdf

E Books/Links:

- 1) <https://egyankosh.ac.in/bitstream/123456789/37978/1/Unit-10.pdf>
- 2) <https://www.econstor.eu/bitstream/10419/109469/1/ewp-352.pdf>
- 3) [en.wikipedia.org > wiki > International business](https://en.wikipedia.org/wiki/International_business)

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Third Year of B.B.A. (IB)-Semester VI
(Under NEP 2023)

Course Code : 23BaBIBU6102 Course Name : International Business Law
(Major Paper 14)

Teaching Scheme: TH:4 Hours/Week

Credit: 04

Examination Scheme: CIA : 40 Marks

End-Sem : 60 Marks

Prerequisite Courses:

- Students must have the knowledge of legal framework, within which, international business operates.
- Students must have the basic knowledge of Business law.

Course Objectives:

- To Study the international law, which governs the global business.
- To understand the role of United Nations in promoting international business.
- To know the international Dispute Settlement Machinery.
- To understand the role of Government of India, in promoting international business.

Course Outcomes:

On completion of the course, student will be able to–

No	Outcome	Blooms Cognitive Level
1	Apply legal knowledge to his benefit, in international business.	3
2	Understand the legal role of United Nations	2
3	Analyze and select the available dispute settlement machinery.	4
4	Remember the Role & functions of Indian Government, and Ministry of Commerce & Industry	1
5	Evaluate WTO's role in conducting various	5

	ministerial conferences	
6	Create information about QUAD	6

Course Contents

Chapter 1	Introduction to International Business law & International Sale of Goods	10 lectures
	1.1 Understanding International Business law 1.2 Need and importance 1.3 Scope and objectives of international business law 1.4 Understanding International Legal system Code Law Common Law Islamic Law Foreign Corrupt Practices Act 1.5 Unification of law of International Sale of Goods 1.6 Understanding the concept of Reverse Globalization	
Chapter 2	Role of United Nations in International Business Law	12 lectures
	2.1. United Nations and Rule of Law 2.2 United Nations & It's impact on Trade 2.3 Charter of United Nations 2.4 United Nations Conference on Trade & Development (UNCTAD) 2.5 United Nations Commission on International Trade Laws (UNCITRAL) 2.6 UNCITARAL Model for Inter Credits & Guaranties 2.7 2.8 UNCITARAL Model for Electronic- commerce 2.9 UNCITARAL Convention	
Chapter 3	International Dispute Settlement	12 lectures

	Machinery	
	3.1 International Court of Justice- History of the Court Members of the court How the court works? 3.2 Constitutional Jurisdiction(contentious jurisdiction & Advisory jurisdiction) 3.3. Registrar of the Court 3.3 Evaluation 3.4 World Bank Inspection Panel- Functions & Procedure 3.5 International Clauses for Settlement of Investment Disputes (ICSID)- 3.6 Tribunal, Function & Procedure 3.7 International commercial Arbitration & Enforcement of Foreign Awards 3.8 Quadrilateral Security Dialogue(QSD also known as QUAD) 3.9 Creation of QUAD 3.10 Trilateral and Security Dialogue 3.11 Quadrilateral Initiative 3.12 Formal initiation isolates China 3.13 India's fear of destabilization in region 3.14 Australian departure and support 3.15 Japanese Diplomacy	
Chapter 4	India's trade policy , laws, treaties , conventions and Government Organizations relating to International Trade	14
	4.1 New Foreign Trade Policy 2021- 2026 of India 4.2 Kyoto Protocol 4.3 Ottawa Protocol 4.4 Role & functions of Indian	

	Government 4.5 Bodies for promotion of International Trade 4.6 Ministry of Commerce & Industry 4.7 Board of Trade 4.8 Commodity Organization 4.9 Export Promotion Council 4.10 Commodity Boards 4.11 Service Institutions 4.12 Indian Government Trade Representative Abroad 4.13 India Trade Promotion Organization 4.14 Council for Trade Development and Promotion Experiential Learning: Students to write a small report on New Foreign Trade Policy 2021-2026 of India.	
Chapter 5	WTO's role in conducting various ministerial conferences	12
	5.1 Uruguay Round of negotiations 5.2 Replacement of GATT with WTO 5.3 An overview of WTO's role in creating institutional framework, trade in services, intellectual property and trade complexities 5.4 WTO & Ministerial conferences (Briefing of all conferences) 5.5 Singapore ministerial conference, 1996 5.6 DOHA Round 5.7 Developing countries and DOHA Round 5.8 WTO's 13th Ministerial conference (MC13) Abu Dhabi, United Arab Emirates.	
	Total Lectures	60

Books :

1. International Law- H.O.Agrawal- Central Law Publication
2. International Economics Law- S.R. Myneni
3. Environmental Law- Jaiswal P.S.
4. Customs Law Practice & Procedure-V.S. Datey- Taxmann
5. Indian Foreign Trade – Raj Agrawal Excel Books
6. World Trade Organization- Institute of Company Secretaries of India
7. Kyoto Protocol- Aspects & Prospects- Amey Satish Pitale- Think Line- A Guna Gaurav Nyas Publication

Websites & Links

1. <https://velocityglobhttpal.com>
2. <https://uncitral.un.org/en/about>
3. <https://www.icj-cij.org/en/court>
4. https://en.wikipedia.org/wiki/Quadrilateral_Security_Dialogue
5. www.indiatradefair.com
6. Commerce.gov.in
7. MyGov.in
8. https://www.wto.org/english/thewto_e/minist_e/mc13_e/mc13_e.htm
9. www.wto.org

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Third Year BBA IB (SEM –VI)
(Under NEP 2023)

Course Code: 23BaBibU6103

Course Name: Study of Global Economics
(Major Paper 15)

Teaching Scheme: 2 Hours per week

Credit 02

Examination Scheme: CIA: 20 Marks

End-Sem: 30 Marks

Prerequisite Courses:

The students will be able to understand the Study of Global Economics and why globalization in India plays an important role in business especially in 21st century

Course Objectives:

1. To Study the Importance of Global Economics
2. To understand the global drivers
3. To Study the role of the changing world order

Course Outcomes:

On Completion of the course, student will be able to-

CO No.	Outcome	BL
1	Analyze Economic Scenario of Indian Economy as well as World Economy.	4
2	Understand the various factors of globalization.	2
3	Evaluate various aspects of development of global HRM practices.	5
4	Remember the various factor responsible for international labor migration.	1
5	Students can discuss working of international financial organization and institutions.	6
6	Identify role of various global financial institution for development of economy.	3

Course Contents:

Chapter 1	Introduction to Global study	lectures
	1.1 Globalization, Drivers of Globalization 1.2 Globalization debate 1.3 The changing world orders in Business 1.4 Globalization in 21 st Century	10
Chapter 2	Global Human Resource Management	
	2.1 International Labor Relations – concern and strategy of organized labor. 2.2 Mobilizing talent for global development 2.3 International migration of skilled and unskilled labor	10
Chapter 3	Study of International Monetary Fund [IMF] and World Bank	
	3.1 Nature of Global financial markets 3.2 Emerging markets 3.3 Poverty Aid Case studies: Global Trade 3.4 Experiential Learning-Model making and presentations- [title- Globalization in 21 st century]	10
	Total	30 hrs.

Recommended Books

1. International Business – Text and Cases Francis Cherunilam –Prentice Hall of India

2. International Business – Competing in the Global Market place – Charles W Hill and Arun Kumar Jain – Tata McGraw Hill

3. Business Environment – Text And cases- Justin Paul, Tata McGraw Hill

4. International Business – Bhalla V.K., Anmol Publications, New Delhi

5. International Business Environment – Black and Sundaram, Prentice Hall of India

6. Economic Environment of Business – Gosh, Biswanath, South Asia Book, New Delhi

Websites

<https://testbook.com/ugc-net-commerce/drivers-of-globalization>

<https://velocityglobal.com/glossary/global-human-resource-management/>

<https://www.imf.org/en/About/Factsheets/Sheets/2022/IMF-World-Bank-New>

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Shivajinagar, Pune – 5

Third Year of B.B.A. (IB)-Semester VI
(Under NEP 2023)

Course Code : 23BaBIBU6201 Course Name : International Project Management
(Elective III)

Teaching Scheme: TH: 4 Hours/Week

Credit : 04

Examination Scheme: CIA : 40 Marks

End-Sem : 60 Marks

Prerequisite Courses:

- Students should have the basic knowledge of project management
- Students should have the mind set to develop various projects, and must be curious about the management of international projects.

Course Objectives:

- To Study everything related to project management.
- To learn to design, execute and deliver a good project at international level.
- To find out various hurdles, which may come, when a project is being executed.

Course Outcomes:

On completion of the course, student will be able to

Co No	Course Outcome	Blooms Cognitive Level
1	Remembering characteristics and complexities of project	1
2	Understand Strategy planning & Project Management	2
3	Apply theoretical knowledge, whenever, student is handling any project, as a team member or as a project manager	3
4	Analyze the importance of time, Cost and Quality Planning	4
5	Evaluate Project Delivery & Control along with understanding different cultural issues.	5
6	Create & Design the project for himself	6

Course Contents

Chapter 1	Introduction to International Project Management	08 lectures
	1.1 Introduction 1.2 Definition of Project 1.3 What is Project Management? 1.4 Characteristics of a Project 1.5 Roll of Project Manager and skills required, Knowledge required, 1.6 Complicities of a Project 1.7 Different Types of Projects 1.8 7'S framework of Project Management 1.9 Outsourcing model of Project Management	
Chapter 2	Strategy planning & Project Management	12 lectures
	2.1 Need for Strategy in Project Management 2.2 Strategic Planning Process 2.3 Resource Co-ordination 2.4 Project performance measurement 2.5 Waterfall Model 2.6 Work breakdown structure 2.6.1 How to make WBS?(Phases in WBS)	

	2.6.2 Deliverable-Based Work Breakdown Structure 2.6.3 Phase-Based Work Breakdown Structure 2.6.5 PMBOK - Work Breakdown Structure 2.6.6 Agile Project Development & WBS software 2.6.4 Uses of WBS 2.6.7 Project Analysis : Technical aspects, Financial aspects, Risk factors & management 2.7 Social cost benefit analysis	
Chapter 3	Time, Cost and Quality Planning	10 lectures
	3.1 Process 3.2 Gantt Charts 3.3 Estimating 3.4 Critical Path Analysis 3.5 Arrow – on- Arrow Diagrams 3.6 Scheduling 3.7 Quality Conference Planning 3.8 Quality Performance Planning 3.9 Project Structure Teams 3.10 Organization 3.11 Project Management Tools& software's (Kissflow , Trello, Asana, Zoho projects, Wrike, Monday.com, Proof hub, Clarizen, Airtable,Kanban Tool)	
Chapter 4	Project Delivery & Control	10 lectures
	4.1 Requirement of Control System 4.2 Defining System, Characteristics of control system & its Importance 4.3 Defining Variation Limits 4.4 Measurement, Making Process Visible 4.5 Feedback & Corrective Action 4.6 Project Completion & Handover	

	4.7 Improvement Activities 4.8 Training & Education 4.9 Audit & Review	
Chapter 5	Cultural Factors Influencing International Projects & Challenges	08 lectures
	5.1 Different Countries, Different Cultures, How it can be useful in International Projects 5.2 Future Challenges for Project Management, Managing change & its issues 5.3 How to avoid cross cultural project management challenges? 5.4 Improving Project Performance Experiential Learning: Student should visit websites of various companies, and write a Project report on their strategies.	
Chapter 6	Few Case studies of successful Indian Projects	12
	6.1 Mahakumbh-2025 6.2 Creation of UID - Adhar Card 6.3 Digital Payment-UPI gateway	
	Total	60 lectures

Recommended Books & Links

1. Project Management – Harvey Maylor (Pearson Education)
2. Project Management – Vasant Desai (Himalaya Publication)
- 1 <https://www.workbreakdownstructure.com/>
- 2 <https://projectinsight.com>
- 3 <https://project-management.com/>
- 4 <https://www.proofhub.com/>
- 5 <https://www.pmi.org/learning/library/outsourcing-project-management-services->

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Shivajinagar, Pune – 5
Third Year of B.B.A. (IB) Sem-VI
(Under NEP 2023)

Course Code: 23BaBibU6202

Course Name: Global Supply Chain and
Logistic Management
(Elective IV)

Teaching Scheme: TH: 4 Hours/Week

Credit :04

Examination Scheme: CIA: 40 Marks

End-Sem: 60 Marks

Prerequisite Courses:

- Basic Understanding of Production and Distribution function
- Basics knowledge about sales function
- Inventory and Inventory management systems

Course Objectives:

- To Study concept of Supply Chain Management in manufacturing organization
- And production and inventory management and logistics

Course Outcomes:

On completion of the course, student will be able to,-

CO No	Course Outcomes (COs)	Blooms Cognitive Level
CO 1	Defining the importance and decision phases of supply chain.	01
CO 2	Determine suitable business policies.	03
CO 3	Estimating the drivers of supply chain.	02
CO 4	Directing the role of distribution.	06
CO 5	Organise and analyse the various network designs.	04
CO 6	Reviewing the role of transportation.	05

Course Contents

Chapter 1	Basic Concept about distribution system	12 lectures
	1.1 Introduction 1.2 Historical Perspective 1.3 Distribution System 1.3.1 Basic Concept 1.3.2 Definition of Physical Distribution 1.3.3 Physical Distribution Management 1.3.4 Importance of Physical Distribution 1.3.5 Functions of Physical Distribution. 1.3.6 Participants in Physical Distribution 1.3.7 Setting Distribution Objective 1.4 Supply Chain 1.4.1 Different Views of Supply Chain 1.4.2 Components of SCM 1.4.3 Participants of SCM 1.4.4 Participants of SCM 1.4.5 Elements of SCM 1.4.6 Concept Cool chain in SCM 1.5 Logistics 1.5.1 Introduction & Definition 1.5.2 Main activities in Logistics 1.5.3 Logistics Needs 1.6 Distribution Cost 1.6.1 Concept of Distribution Cost 1.6.2 Analysis of Distribution Cost 1.6.3 Analysis for Accounting 1.6.4 Methods of apportionment of Cost 1.6.5 Advantage derived from analysis 1.7 Developing Channel Design 1.7.1 Factors influencing Channel Design 1.7.2 Categories of Channel Objectives 1.7.3 Online Sales Distribution network	
Chapter 2	Channel Selection	10 lectures
	2.1 Control system for Efficiency 2.1.1 Management Control System Importance	

	2.1.2 Characteristics of MCS 2.1.3 Purpose of MCS 2.1.4 Influencing Factors of MCS 2.1.5 Steps of setting up of MCS 2.1.6 Responsibility centers of efficiency 2.1.7 Performance Measure 2.1.8 Measuring Performance 2.1.9 Control for Channel Efficiency 2.2 Productivity Aspect of Logistics 2.3 Distribution and Customer Satisfaction 2.4 Channel Strategy Decision 2.4.1 Selecting Channel Strategy 2.4.2 Strategies of Different channel Level	
Chapter 3	Selection of Channel Partners and strategies for Channel Distribution	8 lectures
	3.1 Introduction and Definition and objectives 3.2 Patterns of Distribution 3.3. Factors in the selection of Distribution Channel 3.4 Motivation of Intermediaries	
Chapter 4	Logistics for Customer Satisfaction	10 lectures
	4.1 Logistics 4.1.1 Introduction & Definition 4.1.2 Objectives & Components 4.1.3 Important Activities of Logistics 4.1.4 Reverse Logistics 4.1.2 Logistic Integration 4.1.1 Definition and Concept 4.1.2 Key Elements of Integration 4.1.3 Objective and importance 4.1.4 Functional areas if integration 4.15Inventory, warehousing- Dark Warehouses fulfilment centers 4.1.5 3PL and 4PL integration	
Chapter 5	Physical Distribution Management	8 lectures

	5.1 Transportation 5.1.1 Role and Importance 5.1.2 Strategic Planning of Transportation 5.1.3 Transportation network and cost 5.2 Modes of Transportation 5.2.1 Domestic 5.2.3 International and multinational 5.3 Role of IT in Transportation 5.4 Risk Management in Transportation 5.5 Experimental Study (Enclosed)	
Chapter 6	Recent Trends in Logistics and Supply Chain Management	12 lectures
	6.1 Information Technology in Logistics 6.1.1 Introduction 6.1.2 Objectives 6.1.3 Role of Information Technology in Logistics and Supply Chain Management 6.1.4 Logistical Information System, Principles of Logistical Information System 6.1.5 Types of Logistical Information System 6.1.6 Logistical Information Functionality 6.1.7 Information Technology Infrastructure 6.2 Logistics Outsourcing 6.2.1 Meaning 6.2.2 Objectives 6.2.3 Benefits/Advantages of Outsourcing 6.2.4 Third Party Logistics Provider 6.2.5 Fourth Party Logistics Provider 6.2.6 Drawbacks of Outsourcing 6.2.7 Selection of Logistics Service Provider 6.2.8 Outsourcing-Value Proposition 6.3 Logistics in the Global Environment 6.3.1 Managing the Global Supply Chain 6.3.2 Impact of Globalization on Logistics and Supply Chain Management 6.3.3 Global Logistics Trends, Global Issues and Challenges in Logistics and Supply Chain Management, Sustainable business Practices like Green Practices	
	Total	60

REFERENCE BOOKS AND WEB SITES:

1. Supply Chain Management by V.V. Sople
2. Supply Chain & Logistic Management – Donald Boowersox David class M.Cooper
3. Sales and Distribution Management – Dr. S.L. Gupta
4. Distribution Management – S. Eilton
5. David Simchi Levi, Philip Kaminshy, Edith Simchi Levi, Designing & Managing the Supply Chain - Concepts, Strategies and Case Studies Logistics
6. Donald Waters, An Introduction to Supply Chain
7. Martin Christopher, Logistics & Supply Chain Management - Strategies for Reducing Cost & Improving Services
8. Vinod Sople, Logistic Management - The Supply Chain Imperative
9. Donald J Bowersox & David J Closs, Logistic Management - The Integrated Supply Chain Process
10. Alan Rushton, Phil Croucher, Peter Baker, The Handbook of Logistics and Distribution Management Understanding the Supply Chain
11. Donald J. Bowersox & David J Closs, Logistical Management-The Integrated Supply Chain Process, McGraw Hill Education
12. Ronald H Ballou & Samir K Srivastava, Business Logistics/ Supply Chain Management- Pearson
13. Donald J Bowersox, David J Closs & M Bixby Cooper, Supply Chain Logistics Management- The McGraw Hill Companies

WEB SITES

www.upgad.com/scm/msu

www.semanticscholar.org

www.infor.com

www.coursera.org

www.projectmanager.com

Experimental Study For Supply Chain Management & Logistics

- IOT in Supply chain

Ping, Liu, Zhou & Wang (2011) conducted research on the application of Internet of Things for the supply chain management process of business organizations. They postulated that supply chain is the combined network of production units, warehouses, suppliers, distribution centres, end retailers and the customers. Supply chain is responsible for acquirement of raw materials, transfer of those material to the production unit, transfer of produced goods to the warehouses, to the retailers and finally to the customers. Thus the processes of supply chain are complex and its effective and efficient running depends on the material and information flows. Internet of things is the technological extension of internet. IOT can enable connectivity between objects and points. Thus real time monitoring of supply chain execution processes will be possible through application of IOT in various operational segments. The below table shows the activities of IOT in supply chain in comparison to the internet.

Activity	Strategic Decision	Tactical & Operational Decision	Internet	IoT
Purchase	Supplier selection, Long term cooperation vs. short term deals	Type and quantity of the material to be purchased; date, time and location of arrival	E-procurement: Allows companies to use the internet for procuring materials; E Collaboration: allows companies to use the Internet for negotiating and sharing information, as well as handling value-added services like transportation,	Like the Internet, e-procurement and e-collaboration can be implemented over the IoT; Ubiquitous information: allows companies to use the IoT for capture the real-time state of the material to be purchased

			warehousing, customs clearing, payment, quality validation, and documentation	
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After studying the above case study prepare similar table for any of the following activity of Supply Chain Management:

1. Transport
2. Store
3. Market

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Shivajinagar, Pune - 5
Third Year of B.B.A. (IB) Semester 6
(Under NEP2023)

Course Code : 23BaBibU6301

**Course Name : Foreign Language German Paper V
(Minor paper V)**

Teaching Scheme: TH: 4 Hours/Week

Credit: 04

Examination Scheme: CIA : 40 Marks

End-Sem : 60 Marks

Prerequisite Courses:

- German language course prescribed for forth Semester.

Course Objectives:

- To read understand different vocabulary regarding learning, examinations, problems during learning, sports activities, complain about something, express the wishes, desires etc.
- To listen and understand the simple language in the day-to-day situations when spoken in a slow speed.
- Focus will be on the four main aspects of learning German as foreign language, namely reading, listening, writing, and speaking. Have knowledge of basic Grammer
- The course would also provide a primary insight into cultural studies of German speaking countries
- As per the European Reference framework for languages the course would be equivalent to A2 level

Course Outcomes:

After successful completion of this course students will able to:

CO No	Course Outcomes (COs)	Blooms Cognitive level
CO 1	Recognize and memorize the vocabulary about learning, examinations, problems during learning, sports activities, complain about something, express the wishes, desires etc.	1
CO 2	Describe and summarize about learning, examinations, problems during learning, comment or complain about something, express the wishes, desires, give advice etc.	2
CO 3	Distinguish different problems in day to day situations like examination, living together, problems about time and ask and give suggestions etc	4
CO 4	Use a structure of sentences, answers, asking the favors, giving advice about different topics in day-to-day life. Prepare a telephone conversation or dialogs	3
CO 5	Formulate a letter or E-Mail, invitations, blogs etc.	6
CO 6	Choose correct words, phrases to express day-to-day situations	5

Course Contents

Chapter No	Details of contents	No, Lectures
Chapter 1	Gelernt ist gelernt	
	1.1 Lernprobleme verstehen und beschreiben 1.2 Ratschläge verstehen und geben 1.3 Berichte über den Berufsalltag verstehen 1.4 Informationen erfragen und antworten 1.5 Ein Interview verstehen 1.6 Eine kurze Präsentation halten	15
Chapter 2	Sportlich, sportlich	
	2.7 Begeisterung, Hoffnung und Enttäuschung ausdrücken 2.8 Kommentare verstehen und schreiben 2.9 Vorschläge machen und reagieren 2.10 Sich verabreden 2.11 Fragen stellen und beantworten 2.12 Schwierige Texte verstehen 2.13 Ein Reiseziel vorstellen	15
Chapter 3	Zusammen leben	No. Lectures
	3.9 um einen Gefallen bitten 3.10 sich beschweren, sich entschuldigen 3.11 Ortsangaben machen 3.12 ein Fest vorbereiten, Erfahrungsberichte verstehen 3.13 über Vergangenes berichten 3.14 eine Stadt präsentieren 3.15 über Haustiere sprechen 3.16 eine Geschichte schreiben	15
Chapter 4	Wie die Zeit vergeht?	No. Lectures
	4.1 Aussagen über Zeitprobleme verstehen 4.2 Wünsche äußern, Ratschläge geben 4.3 gemeinsam etwas planen, andere etwas fragen 4.4 Texte erschließen 4.5 Informationen austauschen	15
	Total	60

Reference books: Netzwerk neu A1, A2Kursbuch and Übungsbuch, Klett
Netzwerk A1, A2 Kursbuch and Arbeitsbuch, Klett

Menschen A1, A2 Kursbuch and Arbeitsbuch
Lagune A1, A2 Kursbuch and Arbeitsbuch
Grammatik Intensivtrainer A1, A2. Langenschied 2006
Brücke 1 (Balbharati publication)

Websites:

6. <https://www.deutsch-perfekt.com>
7. <https://dw.de>
8. <https://www.goethe.de>
9. <https://mein-deutschbuch.de>
10. [Liveworksheets.com](https://www.liveworksheets.com)