

BBA E&FB

**SVKM's NMIMS, Pravin Dalal School of Entrepreneurship and Family Business Management (SBM's Initiative)
BBA E & FB-FIRST YEAR 2023-2024**

Area	Trimester I	Trimester II	Trimester III
Entrepreneurship & Family Business	Foundation of Management and Entrepreneurship (3) Foundation of Family Businesses (3)	Entrepreneurship in Developing Economies (1.5) Introduction to Indian Businesses (1.5) Culture and Business (1.5)	
Business Environment and Strategy	Business Understanding (3) The Constitution of India and Indian Political System (3)	Family Business Insights (1.5)	Introduction to International Business Environment (3) Business & Society (1.5)
Communication		Oral Communication (3)	Essentials of Business Writing (3)
Economics	Micro Economics (3) Sociology (1.5)	Macro Economics (3)	
Finance	Fundamentals of Accounting (3)	Basics of Cost Accounting (3)	Financial Reporting and Analysis (3)
Information System	Business Psychology (1.5)	Films And Management Lessons (1.5)	Basic Computing Techniques (3)
Operations and Data Sciences		Business Mathematics I (1.5)	Business Mathematics II (1.5)
FOCUSSED LEARNING			
Seminar Courses/Workshops	Indian family Businesses – growth story Films – Management learnings Personal & Professional Etiquettes	Foreign Language Introduction to Balance sheet Successful Entrepreneurs- Learnings from their Journey Families in Business - Generation to Generation	Business Secrets from India's top Entrepreneurs
Project - During Term *End Term	Learning from Leaders	“MAHARAJAH's OF INDIA”	Term End Summer project - Know Your Business

Courses: 8

No of Credits: 21

Courses: 9

No of Credits: 18

Courses: 6

No of Credits: 15

Total Course -23

Total Credits: 54

**SVKM's NMIMS, Pravin Dalal School of Entrepreneurship and Family Business Management (SBM's Initiative)
BBA E & FB-SECOND YEAR 2023-2024**

Area	Trimester IV	Trimester V	Trimester VI
Entrepreneurship & Family Business		Family Focused Business VS Business Focused Families (1.5)	
Business Environment and Strategy	Basic Manufacturing Processes (3)	Managing Organisational Change (1.5) Social Connect Project (1.5) International Trade (1.5)	Business Continuity Planning (1.5)
Communication			Organizational Communication (3)
Law		Legal Aspects of Business (3)	Tax Planning (3)
Economics	Understanding Business Environment (3)		
Finance	Cost Accounting II (3)	Introduction to Banking, Accounting and Functions (3) (includes working capital)	
Human Resource and Behavioral Sciences	Understanding Self and Individual Dynamics (3)		Understanding Management Organization and Business (3)
Marketing	Marketing for Entrepreneurs (3)	Understanding Customer and Value Creation (3) Consumer Behaviour (3)	Network and Collaborations (1.5) Digital Marketing (1.5)
Operations and Data Sciences	Statistics (1.5)	Introduction to Management Science (3)	Managing Operation (3) Project Management (3) (setting up of a plant)
FOCUSSED LEARNING			
Seminar Courses/ Workshops	Excel for Business Growing Business in Global Setting Individual Financial Planning Family Governance	Basic Finance -Plan Budget, Analyze & Reporting Equity Fund Raising Leadership Lessons from Mahabharata Export-Import Documentation	Digital Transformation and Marketing Business Dilemmas and Ethics
Project – During Term * End Term#			Peer Group Learning Project

Courses: 6
No of Credits: 16.5

Courses: 9
No of Credits: 21

Courses: 8
No of Credits: 19.5

Total Courses: 23
Total Credits: 57

**SVKM's NMIMS, Pravin Dalal School of Entrepreneurship and Family Business Management (SBM's Initiative)
BBA E & FB-THIRD YEAR 2023-2024**

Area	Trimester VII	Trimester VIII	Trimester IX
Entrepreneurship & Family Business			Understanding of Technological Entrepreneurship (3)
Business Environment and Strategy	Design Thinking (1.5)	Business Plan I (1.5) Business Geographies- (1.5) Smart Cities- (1.5)	Basic Business Analytics for Decision Making (3) Business Plan II (1.5) Sociology (1.5) Value Identification and Audit (1.5)
Communication			Service Management ((1.5)
Law			Intellectual Property Rights (3)
Finance	Financial Markets and Instruments (3)	Investment Analysis and Portfolio Management (3) Financial Restructuring for Business (1.5)	
Human Resource and Behavioral Sciences	Understanding HR Functions (3) Negotiation Skills (1.5)	Talent Management (1.5)	
Information System	Advanced Computing Techniques (3)	Web Designing and Technologies (1.5)	
Marketing	Managing Franchisee (1.5)	B2B Marketing (3) Managing the Sales Process (1.5)	Designing and Managing Channels (1.5) Implication of Psychology in Business (3)
Operations and Data Sciences	Research Methods for Entrepreneurs (1.5)	Total Quality Management (3)	Project Management (1.5)
Project		Capstone Project-part 1(1.5)	Capstone Project-part 2 (1.5)
FOCUSSED LEARNING			
Seminar Courses/ Workshops	Art of Influencing Role of Directors in family Business	Wealth Management	Earning the right to lead

**Courses: 7
No. of Credits: 15**

**Courses: 11
No. of Credits: 21**

**Courses: 11
No of Credits: 22.5**

**Total course: 29
Total Credits: 58.5**