



MAHARSHI DAYANAND UNIVERSITY ROHTAK
(Established under Haryana Act No. XXV of 1975)
'A' Grade University accredited by NAAC

No. ACS-III/F-49 Comm./2018/ 1374-1764
Dated: 2/2/2018

To

1. Dean, Faculty of Commerce
M.D.University, Rohtak
2. All the Principals of the
Affiliated Colleges(Commerce),
M.D.University, Rohtak.

Sub: - Regarding Revised Scheme of Examination of B.Voc(Retail Management) and B.Com(Pass Course)VIth Semester.

Sir/Madam,

Please find enclosed herewith the copy of the minutes of the meeting of the Faculty of Commerce held on 29.01.2018 duly approved by the Vice-Chancellor alongwith Scheme of Examinations of the following :-

1. **B.Voc.(Retail Management) 1st to 4th Semester w.e.f. 2014-15**
2. **B.Com(Pass Course) VIth Semester from the session 2017-18**

Further necessary action in the matter may be taken accordingly.

Yours faithfully,

Encls: As above.

Asstt. Registrar(Academic)
For Registrar

Ends.No.ACS-III/F-49 Comm./2018/ 1765-72 Dated 2/2/18

Copy of the above is forwarded to the following for information and necessary action:-

1. The Controller of Examinations, M.D. University, Rohtak.
2. The Asstt. Registrar (Secrecy/Conduct/R-I, II&III), M.D. University, Rohtak.
3. **The Director, Computer Centre, M.D. University, Rohtak. He is requested to arrange to upload the same on the University Website for informations of all concerned.**

Asstt. Registrar(Academic) 2-2-18



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MINUTES FOR AN EMERGENT MEETING OF THE FACULTY OF COMMERCE TO BE HELD ON 29.01.2018 AT 3:30 P.M. IN THE OFFICE OF THE HEAD/DEAN, FACULTY OF COMMERCE M.D. UNIVERSITY, ROHTAK.

1. Confirmed the minutes of the previous meeting of the Faculty of Commerce held on 22.03.2017(already circulated).
2. Considered the recommendations of the U.G. Board of Studies in Commerce made vide Reso. No 1 of its meeting held on 19.01.2018 that ~~the Syllabus and~~ Scheme of Examination of B.Voc.(Retail Management) 1st. to 4th Semester under credit system w.e.f. 2014-15 may be prescribed as per Annexure-I Pages 1-3(already circulated)

RESOLVED that the above matter be recommended to the Academic Council for approval.

- 3 Considered the recommendations of the U.G. Board of Studies in Commerce made vide Reso. No 2 of its meeting held on 19.01.2018 that Scheme of Examination of B.Com (Pass Course) VIth Semester w.e.f. 2017-18 may be prescribed as per Annexure-II Page 4.(already circulated)

RESOLVED that the above matter be recommended to the Academic Council for approval.

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DEAN *29/01/18*
FACULTY OF Commerce
M.D.UNIVERSITY ROHTAK

Bachelor of Vocational in Retail Management

B. Voc. (Retail Management) w.e.f. session 2014-15

Scheme of Examination and Curriculum for Bachelor of Vocational (Retail Management)

Year-I

Semester	Paper Code	Name of Paper	Mode	Category	Credit	External Marks	Internal Marks	Total
SEM I	BVRM-101	English	Theory	Gen Ed*	5	80	20	100
SEM I	BVRM-102	Business Mathematics	Theory	Gen Ed	5	80	20	100
SEM I	BVRM-103	Business Organisation	Theory	Voc Ed	5	80	20	100
SEM I	BVRM-104	Retail Management	Theory	Voc Ed	5	80	20	100
SEM I	BVRM-105	Environmental Studies	Theory	Gen Ed	5	80	20	100
SEM I	BVRM-106	Computer Practicals-I (MS-Office)	Practical	Voc Ed*	5	100	100	100

Note: Paper BVRM-106 Computer Practicals-I, 50 Marks will be for Computer Practical File and 50 marks will be for Practical (Ms-Office) to be conducted by External Examiner appointed by University. **Student will be assessed for NSQF level 4 by respective SSC.**

Semester	Paper Code	Name of Paper	Mode	Category	Credit	External Marks	Internal Marks	Total
SEM 2	BVRM-107	Computer Application in Retail Business	Theory	Voc Ed	5	80	20	100
SEM 2	BVRM-108	Financial Accounting	Theory	Gen Ed	5	80	20	100
SEM 2	BVRM-109	Business Statistics	Theory	Voc Ed	5	80	20	100
SEM 2	BVRM-110	Retail Logistics Management	Theory	Voc Ed	5	80	20	100
SEM 2	BVRM-111	Fundamentals of Customer Services	Theory	Gen Ed	5	80	20	100
SEM 2	BVRM-112	Store Operations-I	Practical Training	Voc Ed	5	100	100	100

Note: Paper BVRM-112 Store Operations-I, the students shall proceed for their store operations training of two weeks duration during the semester. The students are required to prepare a Training Report which shall be evaluated by External Examiner at the time of viva-voce. **Student will be assessed for NSQF level 5 by respective SSC.**

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Year II

Semester	Paper Code	Name of Paper	Mode	Category	Credit	External Marks	Internal Marks	Total
SEM 3	BVRM -201	Business Communication	Theory	Gen Ed	5	80	20	100
SEM 3	BVRM -202	Principles of Accounting	Theory	Gen Ed	5	80	20	100
SEM 3	BVRM -203	Advertisement Sales and Promotion	Theory	Voc Ed	5	80	20	100
SEM 3	BVRM -204	E-Commerce	Theory	Voc Ed	5	80	20	100
SEM 3	BVRM -205	Entrepreneurship Development	Theory	Voc Ed	5	80	20	100
SEM 3	BVRM -206	Computer Practicals-II(Tally & Internet)	Practical	Voc Ed	5		100	100

Note: Paper BVRM -206 Computer Practicals-II, 50 Marks will be for Computer Practical File and 50 marks will be for Practical (Tally & Internet) to be conducted by External Examiner appointed by University.

Semester	Paper Code	Name of Paper	Mode	Category	Credit	External Marks	Internal Marks	Total
SEM 4	BVRM -207	Business Economics	Theory	Gen Ed	5	80	20	100
SEM 4	BVRM -208	Human Resources Management	Theory	Gen Ed	5	80	20	100
SEM 4	BVRM -209	Supply Chain Management	Theory	Voc Ed	5	80	20	100
SEM 4	BVRM -210	Consumer Behaviour	Theory	Voc Ed	5	80	20	100
SEM 4	BVRM -211	Merchandise Planning and Buying	Theory	Voc Ed	5	80	20	100
SEM 4	BVRM -212	Store Operations-II (Including Warehouse)	Practical Training	Voc Ed	5		100	100

Note: Paper BVRM-212 Store Operations-II, the students shall proceed for their store operations training of two weeks duration during the semester. The students are required to prepare a Training Report which shall be evaluated by External Examiner at the time of viva-voce. Student will be assessed for NSQF level 6 by respective SSC at the end of IInd year.

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Year-III

Semester	Paper Code	Name of Paper	Mode	Category	Credit	External Marks	Internal Marks	Total
SEM 5	BVRM -301	Personality and Soft Skills Developments	Theory	Gen Ed	5	80	20	100
SEM 5	BVRM -302	Store Layout and Design	Theory	Voc Ed	5	80	20	100
SEM 5	BVRM -303	Taxation Law and Practices in Business	Theory	Gen Ed	5	80	20	100
SEM 5	BVRM -304	Elements of Salesmanship	Theory	Voc Ed	5	80	20	100
SEM 5	BVRM -305	Fundamentals of Visual Merchandising (VM)-I	Practical Training	Voc Ed	5	100		100
SEM 5	BVRM -306	Summer Training	ST Report	Voc Ed	5		100	100

Note: 1. Paper BVRM-305 Fundamentals of Visual Merchandising (VM)-I, the students shall proceed for their training of two weeks duration during the semester. The students are required to prepare a Training Report which shall be evaluated by External Examiner at the time of viva-voce.

2. Paper BVRM -306 Summer Training, the students shall proceed for their summer training of four weeks duration immediately after the completion of IV Semester examinations. The summer training reports prepared after the completion of the training shall be assessed in the V Semester during viva-voce to be conducted by the External Examiner.

Semester	Paper Code	Name of Paper	Mode	Category	Credit	External Marks	Internal Marks	Total
SEM 6	BVRM -307	Database Management System	Theory	Gen Ed	5	80	20	100
SEM 6	BVRM -308	Retail Operations	Theory	Voc Ed	5	80	20	100
SEM 6	BVRM -309	Marketing Management	Theory	Voc Ed	5	80	20	100
SEM 6	BVRM -310	Customer Relationship Management	Theory	Gen Ed	5	80	20	100
SEM 6	BVRM -311	Fundamentals of Visual Merchandising (VM)-II	Practical Training	Voc Ed	5	100		100
SEM 6	BVRM -312	Comprehensive Viva-Voce	Viva-Voce	Voc Ed	5		100	100

Note: 1. Paper BVRM-311 Fundamentals of Visual Merchandising (VM)-II, the students shall proceed for their training of two weeks duration during the semester. The students are required to prepare a Training Report which shall be evaluated by External Examiner at the time of viva-voce.

2. Paper BVRM-312 Comprehensive Viva-Voce will be conducted by External Examiner to be appointed by the University.

[Signature]

*Gen Ed: General Education; Voc Ed: Vocational Education
Student will be assessed for NSQF level 7 by respective SSC at the end of IIIrd year.

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Annexure -

B.Com (Pass Course)

Scheme of Examinations w.e.f session 2017-18

B.Com-III –Vth Semester

Paper No.	Nomenclature of the Paper	Theory Marks	Int. Ass.	Total Marks	Time
5.01.	Taxation Law-I	80	20	100	3 Hrs.
5.02.	Cost Accounting -I	80	20	100	3 Hrs.
5.03.	Accounting for Management	80	20	100	3 Hrs.
5.04	Financial Market Operations	80	20	100	3 Hrs.
5.05	Entrepreneurship and Small Scale Business	80	20	100	3Hrs.
5.06	Optional (Any one out of followings)	80	20	100	3 Hrs.
	i. Secretarial Practices				
	ii. Statistical Analysis with MS Excel 50 Marks for Theory (3 Hrs) + 50 Marks for Practical				
	iii. Investment Management				
	iv. Computer: Essentials of E-Commerce-I				
	v. International Business Environment				

Total Marks = 600

B.Com-III –VIth Semester

Paper No.	Nomenclature of the Paper	Theory Marks	Int. Ass.	Total Marks	Time
6.01.	Taxation Law-II	80	20	100	3 Hrs.
6.02.	Cost Accounting -II	80	20	100	3 Hrs.
6.03	Financial Management	80	20	100	3 Hrs.
6.04	Auditing	80	20	100	3 Hrs.
6.06.	Optional (any two out of the followings)	80	20	100	3 hrs
	6.05 Indirect Taxes				
	6.06 (i) International Trade				
	6.06 (ii) International Marketing				
	6.06 (iii) Fundamentals of Operations Research				
	6.06 (iv) Computer: Essentials of E-Commerce-II				
	6.06 (v) Tax Planning and Management				

Total Marks = 600

Total Marks of 5th & 6th semester 600 + 600 = 1200



Professor & Head
Department of Comm
M.D. University, ROHU