

No. IGNOU/SRD/SOMS/ R-IV/2023//062

Dated: 14-2-2023

**NOTIFICATION**

The Academic Council in its 79<sup>th</sup> meeting held on 20<sup>th</sup> December 2022 has approved the Internal Credit Transfer from the pre-revised MCOM/ MCOMOL/ MP / MPB/ PGDFM / PGDHRM / PGDOM / PGDMM / PGDFMP programs to the revised MBA / MBF / MBAOL / MBAFM / MBAHM / MBAOM / MBAMM / 5 PG Diploma in specialisation programmes of the School of Management Studies (SOMS).

In view of the above, the transfer of credits and mapping of courses in the revised MCOM/ MCOMOL/ MBA / MBF / MBAOL / MBAFM / MBAHM / MBAOM / MBAMM / 5 PG Diploma in specialisation programmes of the School of Management Studies (SOMS) from the pre-revised MCOM/ MCOMOL/ MP / MPB/ PGDFM / PGDHRM / PGDOM / PGDMM / PGDFMP programs as per the Credit Transfer Policy of the University is allowed with immediate effect.

This notification is being issued with the approval of the competent authority.



14.2.23

**Dr. Himansu Kumar Bose**  
**Registrar (SRD)**

AR (VCO) for information of Hon'ble Vice Chancellor  
All Pro-Vice Chancellors  
All Directors of Schools / Heads of Departments  
All Regional Directors, IGNOU Regional Centres with a request to disseminate the information at wider level  
Head (CD) with a request to upload the notification on IGNOU website  
All Sections of SRD

**Mapping of the Courses of the Revised M.Com and M.Com Online Programme against the Courses of Pre-Revised M.Com Programme**

**FOR THE PRUPOSE OF COUNSELLORS, EVALUATORS, PAPER SETTERS AND MODERATORS.**

| Revised Courses of M.Com |              |   |         | Pre-revised Courses of M.com/ PGDIBO |              |   |         |
|--------------------------|--------------|---|---------|--------------------------------------|--------------|---|---------|
| Sl. No                   | Course Codes | Course Title                                      | Credits | Sl. No                               | Course Codes | Course Title                                      | Credits |
| <b>Semester I</b>        |              |   |         |                                      |              |   |         |
| 1.                       | MCO-01       | Organization Theory and Behavior                  | 6       | 1.                                   | MCO-01       | Organization Theory and Behavior                  | 6       |
| 2.                       | MCO-04       | Business Environment                              | 6       | 2.                                   | MCO-04       | Business Environment                              | 6       |
| 3.                       | MCO-05       | Accounting for Managerial Decisions               | 6       | 3.                                   | MCO-05       | Accounting for Managerial Decisions               | 6       |
| 4.                       | MCO-021      | Managerial Economics                              | 4       | 4.                                   | *MMPC-010    | Managerial Economics                              | 4       |
| <b>Semester II</b>       |              |   |         |                                      |              |   |         |
| 5.                       | MCO-6        | Marketing Management                              | 6       | 5.                                   | MCO-6        | Marketing Management                              | 6       |
| 6.                       | MCO-022      | Quantitative Analysis for Managerial Applications | 4       | 6.                                   | *MMPC-005    | Quantitative Analysis for Managerial Applications | 4       |
| 7.                       | MCO-023      | Strategic Management                              | 4       | 7.                                   | *MMPC-012    | Strategic Management                              | 4       |
| 8.                       | MCO-024      | Business Ethics and CSR                           | 4       | 8.                                   | *MMPC-020    | Business Ethics and CSR                           | 4       |
| <b>Semester III</b>      |              |   |         |                                      |              |   |         |
| 9.                       | MCO-03       | Research Methodology and Statistical Analysis     | 6       | 9.                                   | MCO-03       | Research Methodology and Statistical Analysis     | 6       |
| 10.                      | MCO-07       | Financial Management                              | 6       | 10.                                  | MCO-07       | Financial Management                              | 6       |
| 11.                      | IBO-02       | International Marketing Management                | 6       | 11.                                  | IBO-02       | International Marketing Management                |         |
| 12.                      | MCO-15       | India's Foreign Trade and Investment              | 4       | 12.                                  | IBO- 03      | India's Foreign Trade                             | 6       |
| <b>Semester IV</b>       |              |   |         |                                      |              |   |         |
| 13.                      | IBO-01       | International Business Environment                | 6       | 8.                                   | IBO-01       | International Business Environment                | 6       |
| 14.                      | IBO-06       | International Business Finance                    | 6       | 9.                                   | IBO-06       | International Business Finance                    | 6       |
| 15                       |              | Project   | 6       |                                      |              |   |         |

\*These courses are from MBA Programme



**Mapping of courses for Internal Credit Transfer/ exemption scheme for MBA/MBAOL/MBAFM/MBAHR/MBAOM/MBAMM/ 5 PG Diploma in specialisation programmes against the courses in old MP/MPB/PGDFM/PGDMM/PGDHRM/PGDOM/PGDFMP**

| Old-MP/MPB/PGDFM/PGDMM/PGDHRM/PGDOM/PGDFMP        |             | New-MBA/MBAHM/MBAFM/MBAOM/MBAMM /MBAOL/MBF/5 PG Diploma in specialisations (code to be provided) |             |
|---|-------------|--|-------------|
| Title of old course                               | Course code | Title of new course  | Course code |
| Management Functions and Behaviour                | MS-01       | Management Functions and Organizational Processes  | MMPC-001    |
| Management of Human Resource                      | MS-02       | Human Resource Management  | MMPC-002    |
| Economic and Social Environment                   | MS-03       | Business Environment   | MMPC-003    |
| Accounting and Finance for Managers               | MS-04       | Accounting for Managers  | MMPC-004    |
| Quantitative Analysis for Managerial Applications | MS-08       | Quantitative Analysis for Managerial Applications  | MMPC-005    |
| Marketing for Managers                            | MS-06       | Marketing Management   | MMPC-006    |
| Information Systems for Managers                  | MS-07       | Information Systems for Managers   | MMPC-008    |
| Management of Machines and Materials              | MS-05       | Management of Machines and Materials   | MMPC-009    |
| Managerial Economics                              | MS-09       | Managerial Economics   | MMPC-010    |
| Social Processes and Behavioural Issues           | MS-21       | Social Processes and Behavioural Issues  | MMPC-011    |
| Strategic Management                              | MS-11       | Strategic Management   | MMPC-012    |
| Research Methodology for Management Decisions     | MS-95       | Research Methodology for Management Decisions  | MMPC-015    |
| International Business Management                 | MS-97       | International Business Management  | MMPC-016    |
| Advanced Strategic Management                     | MS-91       | Advanced Strategic Management  | MMPC-017    |
| Total Quality Management                          | MS-96       | Total Quality Management   | MMPC-019    |
| Organisational Design, Development and Change     | MS-10       | Organisational Theory and Design   | MMPH-001    |
| Human Resource Development                        | MS-22       | Human Resource Development   | MMPH-002    |
| Human Resource Planning                           | MS-23       | Human Resource Planning  | MMPH-003    |
| Industrial Relations                              | MS-24       | Industrial and Employment Relations  | MMPH-004    |
| Managing Change in Organisations                  | MS-25       | Organisational Development and Change  | MMPH-005    |
| Organisational Dynamics                           | MS-26       | Organisational Dynamics  | MMPH-006    |
| Compensation and Reward Management                | MS-27       | Compensation and Reward Management   | MMPH-007    |
| Labour Laws                                       | MS-28       | Labour Laws  | MMPH-008    |
| International Human Resource Management           | MS-29       | International Human Resource Management  | MMPH-009    |
| Working Capital Management                        | MS-41       | Working Capital Management   | MMPF-001    |
| Capital Investment and Financing Decisions        | MS-42       | Capital Investment and Financing Decisions   | MMPF-002    |
| Management Control Systems                        | MS-43       | Management Control Systems   | MMPF-003    |
| Security Analysis and Portfolio Management        | MS-44       | Security Analysis and Portfolio Management   | MMPF-004    |
| International Financial Management                | MS-45       | International Financial Management   | MMPF-005    |
| Management of Financial Services                  | MS-46       | Management of Financial Services   | MMPF-006    |
| Operations Research                               | MS-51       | Operations Research  | MMPO-001    |
| Project Management                                | MS-52       | Project Management   | MMPO-002    |
| Production/ Operations Management                 | MS-53       | Operations Management  | MMPO-003    |



| Old-MP/MPB/PGDFM/PGDMM/PGDHRM/PGDOM/PGDFMP            |             | New-MBA/MBAHM/MBAFM/MBAOM/MBAMM /MBAOL/MBF/5 PG Diploma in specialisations (code to be provided) |             |
|---|-------------|--|-------------|
| Title of old course                                   | Course code | Title of new course  | Course code |
| Management Information Systems                        | MS-54       | Management Information Systems   | MMPO-004    |
| Logistics Management                                  | MS-55       | Logistics and Supply Chain Management  | MMPO-005    |
| Materials Management                                  | MS-56       | Materials Management   | MMPO-006    |
| Maintenance Management                                | MS-57       | Maintenance Management   | MMPO-007    |
| Consumer Behaviour                                    | MS-61       | Consumer Behaviour   | MMPM-001    |
| Sales Management                                      | MS-62       | Sales Management   | MMPM-002    |
| Product Management                                    | MS-63       | Product and Brand Management   | MMPM-003    |
| International Marketing                               | MS-64       | International Marketing  | MMPM-004    |
| Marketing of Services                                 | MS-65       | Marketing of Services  | MMPM-005    |
| Marketing Research                                    | MS-66       | Marketing Research   | MMPM-006    |
| Management of Marketing Communication and Advertising | MS-68       | Integrated Marketing Communication   | MMPM-007    |
| Rural Marketing                                       | MS-611      | Rural Marketing  | MMPM-008    |
| Retail and Distribution Management                    | MS-612      | Retail Management  | MMPM-009    |
| <b>MPB</b>  |             | <b>MBF</b>   |             |
| Title of old course                                   | Course code | Title of new course  | Course code |
| Bank Financial Management                             | MS-422      | Bank Financial Management  | MMPB-001    |
| International Banking Management                      | MS-424      | International Banking Management   | MMPB-002    |
| Electronic Banking and IT in Banks                    | MS-425      | Information Technology and Digital Banking   | MMPB-003    |
| Risk Management in Banks                              | MS-494      | Risk Management in Banks   | MMPB-004    |
| Marketing of Financial Services                       | MS-423      | Marketing of Financial Services  | MMPB-005    |
| Ethics and Corporate Governance in Banks              | MS-495      | Corporate Governance in Banking and Financial Sector   | MMPB-006    |

No. IGNOU/SRD/ R-IV/2023//06/

Dated: 14/2/2023

**NOTIFICATION**

The Academic Council Standing committee in its 58<sup>th</sup> Meeting held 20<sup>th</sup> December 2022 has approved the Internal Credit Transfer from the pre-revised BBA Retailing (BBARL) to Revised BBARIL Programme of the School of Management Studies (SOMS).

In view of the above, the transfer of credits and mapping of courses in the revised BBA Retailing (BBARL) to Revised BBARIL programs as per the Credit Transfer Policy of the University is allowed with immediate effect.

This notification is being issued with the approval of the competent authority.



14.2.23

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AR (VCO) for information of Hon'ble Vice Chancellor  
All Pro-Vice Chancellors  
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All Regional Directors, IGNOU Regional Centres with a request to disseminate the information at wider level  
Head (CD) with a request to upload the notification on IGNOU website  
All Sections of SRD



**Internal Credit Transfer Scheme of BBA in Retailing (BBARIL) with the  
Courses of Pre-revised BBA (Retailing) - BBARL**

**Diploma in Retailing (DIRIL) / BBARIL**

| <b>BBA in Retailing (BBARIL), Revised Programme</b> |                                     |                | <b>BBA (Retailing) (BBARL), Old Programme</b> |                                    |                |
|---|-------------------------------------|----------------|---|------------------------------------|----------------|
| <b>Semester I</b>                                   |                                     |                |   |                                    |                |
| <b>Course code</b>                                  | <b>Course Title</b>                 | <b>Credits</b> | <b>Course code</b>                            | <b>Course Title</b>                | <b>Credits</b> |
| BRL-101   | Overview of Retailing               | 4              | BRL-001                                       | Overview of Retailing              | 4              |
| BRL-102   | Introduction to Retail Marketing    | 4              | BRL-002                                       | Retail Marketing and Communication | 4              |
| BRL-103   | Store Operations                    | 4              | BRL-007                                       | Store Operations-I                 | 4              |
| <b>Semester II</b>                                  |                                     |                |   |                                    |                |
| BRLP-101  | Internships, WorkBook and Viva-Voce | 16             | BRLT-005                                      | Internship and Viva-Voce           | 16             |

**Advanced Diploma in Retailing (ADIR) / BBARIL**

| <b>BBA in Retailing (BBARIL), Revised Programme</b> |  |                | <b>BBA (Retailing) (BBARL), Old Programme</b> |   |                |
|---|--|----------------|---|---|----------------|
| <b>Semester III</b>                                 |  |                |   |   |                |
| <b>Course code</b>                                  | <b>Course Title</b>                    | <b>Credits</b> | <b>Course code</b>                            | <b>Course Title</b>                       | <b>Credits</b> |
| BRL-106   | Managing Human Resources               | 4              | BRL-008                                       | Human Resources                           | 4              |
| BRL-107   | Buying and Merchandising-I             | 4              | BRL-006                                       | Buying and Merchandising-I                | 4              |
| BRL-108   | Retail Operations and Store Management | 4              | BRL-011                                       | Retail Operations and Store Management II | 4              |
| <b>Semester IV</b>                                  |  |                |   |   |                |
| BRL-110   | IT Application in Retail               | 4              | BRL-015                                       | IT Application in Retail                  | 4              |

**BBA in Retailing (BBARIL) / BBARIL**

| <b>BBA in Retailing (BBARIL), Revised Programme</b> |   |                | <b>BBA (Retailing) (BBARL), Old Programme</b> |   |                |
|---|---|----------------|---|---|----------------|
| <b>Semester V</b>                                   |   |                |   |   |                |
| <b>Course code</b>                                  | <b>Course Title</b>                         | <b>Credits</b> | <b>Course code</b>                            | <b>Course Title</b>                       | <b>Credits</b> |
| BRL-112   | Buying and Merchandising-II                 | 4              | BRL-010                                       | Buying and Merchandising II               | 4              |
| BRL-114   | Visual Merchandising & Store Planning       | 4              | BRL-012                                       | Visual Merchandising and Store Management | 4              |
| <b>Semester VI</b>                                  |   |                |   |   |                |
| BRLP-103  | On the Job Training, Workbook and Viva-Voce | 12             | BRLT-016                                      | On the Job Training and Viva-Voce         | 12             |

**Note:** BBA in Retailing (BBARIL), Revised Programme (as listed in the left side of the table)  
BBA (Retailing) (BBARL) Pre-revised Programme (as listed in the right side of the table).