

No. No.IFHE/Co-Dept/DEB/001/2020

November 2, 2020

The Joint Secretary (DEB),
University Grants Commission,
Distance Education Bureau,
35, Feroze Shah Road, New Delhi,
New Delhi - 110001.

Sir,

Sub: The ICFAI Foundation for Higher Education, Hyderabad – Application for Recognition of Open and Distance Learning (ODL) programs for the Academic Session Beginning January 2021& Onwards - Submission of Application -- Requesting.

Ref 1: UGC Public Notice F.No.1-1/2020 (DEB-I), Dated 23rd September, 2020

Ref 2: HEI Registration ID No. HEI-P-U-0012

This is with reference to your Public Notice under reference No.1 and our Registration ID under reference No.2 above, we have submitted the application online on 30.10.2020 for recognition to offer programs under ODL mode. We are sending herewith the downloaded hard copy of the submitted application along with the enclosures for your perusal.

We request you to kindly accord recognition to offer the following programs under ODL mode for the Academic Session Beginning January 2021& Onwards

Programs proposed to offer under ODL mode:

S.No	Program
1	Master of Business Administration (MBA)
2	Bachelor of Business Administration (BBA)

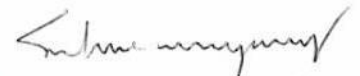
With regards,

Yours truly,

For The ICFAI Foundation for Higher Education

*S. Vijayalakshmi.***Registrar**

Registrar



Director
Director
Centre for Distance and Online Education
The ICFAI Foundation For Higher Education
CDOE
(Deemed-to-be-University under Section 3 of the UGC Act 1956)
Hyderabad.

Enclosures: Hard copy of the downloaded ODL application submitted online on 30.10.2020



Declared as deemed-to-be-university
under Section 3 of UGC Act. 1956.

ICFAI Foundation for Higher Education

(Deemed-to-be-University Under Section 3 of UGC Act 1956)

**Application for Recognition of Open and Distance Learning (ODL)
Programs**

Academic Session Beginning January 2021 and Onwards

**ICFAI Foundation for Higher Education,
Donthanapally, Shankarapalli Road, Hyderabad - 501203
Telangana, India**

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S.No	Item
1	Application
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ICFAI Foundation for Higher Education

HEI Profile & Administrative Information :

HEI Basic Information :

Registration ID: HEI-P-U-0012		Name of the HEI: ICFAI Foundation for Higher Education		Institution Type: Deemed-To-Be-University
Year of Establishment: Dec 2008	Mode of Education: Dual Mode	City: Hyderabad		District: Rangareddy
Address_1: ICFAI FOUNDATION FOR HIGHER EDUCATION (DEEMED- TO-BE-UNIVERSITY UNDER SECTION 3 OF UGC ACT 1956.)		Address_2: DONTANAPALLY, SHANKARAPALLI ROAD		Pin Code: 501203
Email: registrar@ifheindia.org		Telephone: 040-23479725	Fax: 08417-226653	State: TELANGANA
Official Website of HEI: https://www.ifheindia.org	Official website for Open & Distance Learning: https://www.ifheindia.org/dlp			

HEI Authorities

Vice Chancellor

Name of the Vice Chancellor: Prof. J Mahender Reddy		Vice Chancellor Email: jmreddy@icfaiuniversity.in	Vice Chancellor Mobile: 9848498245
Phone (Office): 04023479732	Phone (Residence): 04027566677	Highest Education Qualification: Ph.D	Experience: 50 years of Teaching, Research and Administrative

Registrar

Name of the Registrar: S VIJAYA LAKSHMI		Registrar Email: vijayas@ibsindia.org	Registrar Mobile: 8498055682
Phone (Office): 04023479999	Phone (Residence): 8498055682	Highest Education Qualification: Ph.D	Experience: 25

Director of Centre for Distance and Online Education (CDOE)

Name of Director of Centre for Distance and Online Education (CDOE) : Dr.Y.V.Subrahmanyam	Email Id: manyamyv@icfaiuniversity.in	Mobile No: 9849054235
Highest Education Qualification: Ph.D	Date of Joining: 01-10-2019	Appointment Letter: View

CIQA

Whether Center for Internal Quality Assurance (CIQA) is established or not : Yes

HEI Recognition

Recognition status of the HEI as per UGC Act, 1956: SECTION 3	Is HEI also recognized under 12 B: Yes
Approval of Statutory Authority: Yes	Copy of relevant page of act allowing HEI to offer the programme in ODL : View

UGC DEB Recognition

Are you recognized by UGC, DEB unde UGC(ODL) Regulations, 2017? *

No

Whether HEI is recognized by UGC, DEB under UGC (Online Courses or Programmes) Regulations, 2018? :-

No

IGNOU Recognition

Whether HEI was recognised from IGNOU DEC/DEB Prior to UGC (ODL) Regulations, 2017 :-

Yes

From	To	Document
2012	2013	View
2013	2014	View

From	To	Document
2014	2015	View
2015	2016	View
2016	2017	View

NAAC Details

Whether accredited by NAAC? :- Yes

Grade :- A+

Score :- 3.43

Validity of NAAC :- 31-03-2021

Upload NAAC Document :- [View](#)

Year of assessment of NAAC :- 2015

Whether valid for the academic period January 2021 and onwards :- Yes

NIRF Ranking

Year :- 2018

Ranking :- NotApplicable

Upload NIRF Certificate :-

Year :- 2019

Ranking :- NotApplicable

Upload NIRF Certificate :-

Year :- 2020

Ranking :- NotApplicable

Upload NIRF Certificate :-

Territorial Jurisdiction

Information regarding Territorial Jurisdiction

Territorial Jurisdiction of HEI as per its Act :- At Headquarter

Copy of Relevant Page to act: Upload :-View

Territorial Jurisdiction as per UGC (Open and Distance Learning Programmes and Online Programmes) Regulations, 2020 :- At Headquarter

Infrastructure

Total Build-up area for Open and Distance Learning activity - Minimum 15000 sq.ft. (carpet area):

Build-up Area Type	Minimum Built up area required as per Regulations	Built-Up Area available(Carpet Area Sq. ft)	Difference	Compliance or Not
Academic	7500	9361	1861	Yes
Administrative	1500	2242	742	Yes
Academic support such as Library, Reading Room, Computer Centre, Information and Communication technology labs, Video and Audio Labs etc.	4500	4516	16	Yes
Amenities or other support facilities(Excluding toilets)	1500	1545	45	Yes
Total built-up area for ODL activities	15000	17664	2664	Yes

Activity Calendar

Academic Year Planner [Programmes under yearly system]:

Srno	Name of the Activity	Tentative months schedule (specify months) during Year	
		From (Month)	To (Month)
1	Admission	NA	NA
2	Assignment Submission (if any)	NA	NA
3	Evaluation of Assignment	NA	NA
4	Examination	NA	NA
5	Declaration of Result	NA	NA
6	Re-registration	NA	NA
7	Distribution of SLM	NA	NA
8	Contact Programmes(counselling, Practicals,etc.)	NA	NA

Academic Year Planner [Programmes under Semester System]:

Srno	Name of the Activity	Tentative months schedule (specify months) during Year			
		From (Month)	To (Month)	From (Month)	To (Month)
1	Admission	Nov	Feb	Jun	Sep
2	Assignment Submission (if any)	May	May	Oct	Dec
3	Evaluation of Assignment	Mar	May	Oct	Dec
4	Examination	Jul	Jul	Jan	Jan
5	Declaration of Result	Aug	Aug	Feb	Feb
6	Re-registration	Aug	Aug	Feb	Feb
7	Distribution of SLM	Nov	Feb	Jun	Sep
8	Contact Programmes(counselling, Practicals,etc.)	Mar	Apr	Oct	Nov

Proposed Programmes

Sr No :-1

Name of Programme :-Business Administration/Commerce/ Management/Finance - MASTER OF BUSINESS ADMINISTRATION - Finance, Marketing, Human Resource Management, Operations and Information Technology

Programme to be offered in	ODL
Year	2020-21
Level	PG
Academic Session	January Onwards
Entry Qualification (as per the Specification of Degrees, 2014)	Bachelor's
Duration (as per the Specification of Degrees, 2014)	2
Name of the Department	FACULTY OF MANAGEMENT

Sr No :-2

Name of Programme :-Business Administration/Commerce/ Management/Finance - BACHELOR OF BUSINESS ADMINISTRATION - General

Programme to be offered in	ODL
Year	2020-21
Level	UG
Academic Session	January Onwards
Entry Qualification (as per the Specification of Degrees, 2014)	10+2
Duration (as per the Specification of Degrees, 2014)	3
Name of the Department	FACULTY OF MANAGEMENT

Additional Information

Sr No :- 1

Name of Programme :- Business Administration/Commerce/ Management/Finance - Bachelor of Business Administration - General

Year	2020-21
Academic system followed for proposed programme	Semester
Number of Credits	136
Whether Programme requires Practical or laboratory courses as a curricular requirement	No
Date of Approval of Statutory Authority (s) (DD-MM-YYYY) of HEI	28-12-2018
Statutory bodies approval upload	View
Whether Regulatory Authority approval is required	No
Whether Proposed programme already being taught in Conventional with same nomenclature	Yes
If Yes, number of years since when being taught in conventional mode	11
No. of Batch passed	8

Sr No :- 2

Name of Programme :- Business Administration/Commerce/ Management/Finance - Master of Business Administration - Finance, Marketing, Human Resource Management, Operations and Information Technology

Year	2020-21
Academic system followed for proposed programme	Semester
Number of Credits	98
Whether Programme requires Practical or laboratory courses as a curricular requirement	No
Date of Approval of Statutory Authority (s) (DD-MM-YYYY) of HEI	28-12-2018
Statutory bodies approval upload	View
Whether Regulatory Authority approval is required	Yes
Date of Approval of Regulatory Authority (s) (DD-MM-YYYY) if applicable	13-06-2020
Regulatory bodies approval upload	View
Whether Proposed programme already being taught in Conventional with same nomenclature	Yes
If Yes, number of years since when being taught in conventional mode	12
No. of Batch passed	10

Programme Compliance

Sr No :- 1

Name of Programme :- Business Administration/Commerce/ Management/Finance - Bachelor of Business Administration - General

Year	2020-21
Whether Compliance to following provision for the proposed programme under Both mode is ensured same as for conventional programme	
Entry Level Qualifications	Yes
Curriculum	Yes
Teaching-Learning Scheme	Yes
Pattern of Question Papers For End Semester Examination or Term End Examination	Yes
Pass or Fail Criteria	Yes
Whether proposed programme are being offered by the constituent colleges or Departments or Centre for Distance and Online Education	No
Whether Choice Based Credit System (CBCS) is being followed for conventional mode	Yes
Whether Choice Based Credit System (CBCS) will be followed for Both(ODL & OL)	Yes
Whether total Programme fee includes all components as per UGC Norms	Yes
Proposed Annual Fee (in Rs)	20000
Whether 75% attendance in Personal Contact Programme will be mandatory for the proposed programme under ODL mode. If Yes, specify in hours	Yes 306
Whether any component of the Programme is offered as MOOCs	No

Sr No :- 2

Name of Programme :- Business Administration/Commerce/ Management/Finance - Master of Business Administration - Finance, Marketing, Human Resource Management, Operations and Information Technology

Year	2020-21
Whether Compliance to following provision for the proposed programme under Both mode is ensured same as for conventional programme	
Entry Level Qualifications	Yes
Curriculum	Yes
Teaching-Learning Scheme	Yes
Pattern of Question Papers For End Semester Examination or Term End Examination	Yes
Pass or Fail Criteria	Yes
Whether proposed programme are being offered by the constituent colleges or Departments or Centre for Distance and Online Education	No
Whether Choice Based Credit System (CBCS) is being followed for conventional mode	Yes
Whether Choice Based Credit System (CBCS) will be followed for Both(ODL & OL)	Yes
Whether total Programme fee includes all components as per UGC Norms	Yes
Proposed Annual Fee (in Rs)	37500
Whether 75% attendance in Personal Contact Programme will be mandatory for the proposed programme under ODL mode. If Yes, specify in hours	Yes 220
Whether any component of the Programme is offered as MOOCs	No

Mode of Evaluation

Sr No :- 1
Name of Programme :- Business Administration/Commerce/ Management/Finance - Bachelor of Business Administration - General

Year	2020-21
Whether Weightages to continuous assessment and end semester examinations or term end examinations as per clause mentioned in Regulations	Yes
Examination Scheme	Continuous and End-Semester
Percentage of Continuous Assessment(%)	30%
Percentage of End-Semester(%)	70%
Pass or Fail Criteria	50%
Pass/Fail Criteria (% Pass Marks)	50%
Mode of Examination	
Whether examination through Online(For ODL Programs)	Yes
Examination Scheme Followed by HEI(For ODL Programs)	Computer Based
Whether Online Examination is within Territorial Jurisdiction(For ODL Programs)	Yes

Sr No :- 2

Name of Programme :- Business Administration/Commerce/ Management/Finance - Master of Business Administration - Finance, Marketing, Human Resource Management, Operations and Information Technology

Year	2020-21
Whether Weightages to continuous assessment and end semester examinations or term end examinations as per clause mentioned in Regulations	Yes
Examination Scheme	Continuous and End-Semester
Percentage of Continuous Assessment(%)	30%
Percentage of End-Semester(%)	70%
Pass or Fail Criteria	50%
Pass/Fail Criteria (% Pass Marks)	50%
Mode of Examination	
Whether examination through Online(For ODL Programs)	Yes
Examination Scheme Followed by HEI(For ODL Programs)	Computer Based
Whether Online Examination is within Territorial Jurisdiction(For ODL Programs)	Yes

PPR (Programme Project Report)

Srno	Name of Progrm	Other Details
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Srno	Name of Program	Other Details	
1	Business Administration/Commerce/Management/Finance - Master of Business Administration - Finance, Marketing, Human Resource Management, Operations and Information Technology	Year	2020-21
		Date of Approval of PPR	11-07-2019
		Upload of PPR	View
		Upload Approval of PPR	View
		Expected outcome	<p>At the end of the MBA program, • Students will be equipped with the ability to apply knowledge of Mathematics, Statistics and Management to develop understanding of Business Administration.</p> <p>• They will gain the ability to understand finance, marketing and human resource and information technology concepts and their applications based on broad education acquired • Students will develop an ability to identify and analyze simple and complex problems related to Business and Management • They will display an ability to develop analytical skills to address business dynamism</p> <p>• Students will be able to work in a system, component, or process to meet desired needs within realistic constraints such as health & safety, economic, aesthetic, environmental, social, legal, ethical and sustainability • Students will be empowered to develop operational skills on big data, predictive analytics, business analytics and social media analytics necessary for efficient business administration • They will gain the ability to understand behavior and impact of various parameters on business operations</p> <p>• They will be able to work effectively in diverse groups, teams and exhibit leadership qualities • Students will develop an understanding of professional and ethical responsibility • They will also develop an understanding on global environment and its protection • Finally, they will develop the ability to communicate effectively in diverse groups and exhibit leadership skills.</p>
		Whether Programme Project Report (PPR) prepared for the Programme and approved as per Regulation 13 and Annexure V of UGC (ODL Programmes and Online Programmes) Regulations, 2020	Yes
		Whether HEI compliance to following provision for the Programme Project Report (PPR) as per Annexure V of UGC (ODL Programmes and Online Programmes) Regulations, 2020:	
		Programme's mission & objectives	Yes
		Relevance of the program with HEI's Mission and Goals	Yes
		Nature of prospective target group of learners	Yes
		Instructional Design	Yes

Srno	Name of Progrm	Other Details	
		Procedure for admissions, curriculum transaction and evaluation	Yes
		Requirement of the laboratory support and Library Resources	Yes
		Cost estimate of the programme and the provisions	Yes
		Quality assurance mechanism and expected programme outcomes	Yes
		Appropriateness of programme to be conducted in Open and Distance Learning mode to acquire specific skills and competence	Yes

Srno	Name of Program	Other Details	
2	Business Administration/Commerce/Management/Finance - Bachelor of Business Administration - General	Year	2020-21
		Date of Approval of PPR	11-07-2019
		Upload of PPR	View
		Upload Approval of PPR	View
		Expected outcome	<p>At the end of the BBA program, • Students will be able to demonstrate proficiency in the fundamental business principles and practices that enable successful firms to operate in domestic and global environments • They will be able to understand the behavioral aspects and interaction in society • Students will be capable of demonstrating critical thinking and analysis skills that solve business problems in a real-world context • Students will be able to effectively communicate through the delivery of written and oral presentations • Students will be able to specify the role of technology as a strategy for competitive advantage in business • They will develop capabilities to utilize analytical skills and technological expertise while developing and presenting business information. • Students will develop ability to identify ethical issues that impact business decisions from economic, political, legal, and social perspectives • They will be able to analyze alternatives and identify consequences that result from unethical behavior • Students will be enabled to identify the issues that impact the global business environment</p>
		Whether Programme Project Report (PPR) prepared for the Programme and approved as per Regulation 13 and Annexure V of UGC (ODL Programmes and Online Programmes) Regulations, 2020	Yes
		Whether HEI compliance to following provision for the Programme Project Report (PPR) as per Annexure V of UGC (ODL Programmes and Online Programmes) Regulations, 2020:	
		Programme's mission & objectives	Yes
		Relevance of the program with HEI's Mission and Goals	Yes
		Nature of prospective target group of learners	Yes
		Instructional Design	Yes
		Procedure for admissions, curriculum transaction and evaluation	Yes
		Requirement of the laboratory support and Library Resources	Yes

Srno	Name of Progrm	Other Details	
		Cost estimate of the programme and the provisions	Yes
		Quality assurance mechanism and expected programme outcomes	Yes
		Appropriateness of programme to be conducted in Open and Distance Learning mode to acquire specific skills and competence	Yes

SLM (Self Learning Material)

Srno	Name of Progrm	Other Details	Annexure	Details of Developments of SLM
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Srno	Name of Program	Other Details		Annexure	Details of Developments of SLM																	
1	Business Administration/Commerce/Management/Finance - Master of Business Administration - Finance, Marketing, Human Resource Management, Operations and Information Technology	<table border="1"> <tr> <td data-bbox="472 128 639 205">Year</td> <td data-bbox="639 128 1040 205">2020-21</td> </tr> <tr> <td data-bbox="472 205 639 1318">Outline of the Syllabus</td> <td data-bbox="639 205 1040 1318"> Management and Organization Behavior, Quantitative Methods, Foundations of Accounting & Finance, Business Environment, IT for Managers, Economics for Business, Operations Management, Human Resource Management, Marketing Management, Business Communication, Business Policy & Strategy, International Business, Leadership & Change Management, Management Control Systems, Business Ethics & Corporate Governance, Financial Management, Global Financial Markets, Strategic Finance & Corporate Restructuring, Services Marketing, Strategic Marketing Management, Sales & Distribution Management, Recruitment, Training & Development, Performance Management and Reward Systems, SMACS Technologies for Business, Services Operations Management, Financial Services, International Finance, International Marketing, Integrated Marketing Communications, Retail Management, Strategic Human Resource Management, Organization Development, Human Resource Planning & Audit, Big Data and Analytics, Supply Chain Management </td> </tr> <tr> <td data-bbox="472 1318 639 1539">Whether SLM approved by Statutory Authority of HEI</td> <td data-bbox="639 1318 1040 1539">Yes</td> </tr> <tr> <td data-bbox="472 1539 639 1696">Statutory bodies approval upload</td> <td data-bbox="639 1539 1040 1696">View</td> </tr> <tr> <td data-bbox="472 1696 639 1791">When was it prepared</td> <td data-bbox="639 1696 1040 1791">25-12-2019</td> </tr> <tr> <td data-bbox="472 1791 639 1885">Last Updated</td> <td data-bbox="639 1791 1040 1885">25-12-2019</td> </tr> <tr> <td data-bbox="472 1885 639 2089">Name of the faculty who prepared SLM</td> <td data-bbox="639 1885 1040 2089">Dr. Y.V. Subrahmanyam</td> </tr> </table>	Year	2020-21	Outline of the Syllabus	Management and Organization Behavior, Quantitative Methods, Foundations of Accounting & Finance, Business Environment, IT for Managers, Economics for Business, Operations Management, Human Resource Management, Marketing Management, Business Communication, Business Policy & Strategy, International Business, Leadership & Change Management, Management Control Systems, Business Ethics & Corporate Governance, Financial Management, Global Financial Markets, Strategic Finance & Corporate Restructuring, Services Marketing, Strategic Marketing Management, Sales & Distribution Management, Recruitment, Training & Development, Performance Management and Reward Systems, SMACS Technologies for Business, Services Operations Management, Financial Services, International Finance, International Marketing, Integrated Marketing Communications, Retail Management, Strategic Human Resource Management, Organization Development, Human Resource Planning & Audit, Big Data and Analytics, Supply Chain Management	Whether SLM approved by Statutory Authority of HEI	Yes	Statutory bodies approval upload	View	When was it prepared	25-12-2019	Last Updated	25-12-2019	Name of the faculty who prepared SLM	Dr. Y.V. Subrahmanyam	<p>Whether HEI adheres to the compliance of provisions mentioned in Annexure VI of UGC (ODL Programmes and Online Programmes) Regulations, 2020:</p> <p>Curriculum and Pedagogy:- Yes</p> <p>Print Material :-Yes</p> <p>Audio-Video Material :-No</p> <p>Online Material:-Yes</p> <p>Computer-based material:-Yes</p> <p>Computer Disks:-No</p> <p>Whether HEI adheres to the compliance of provisions mentioned in Annexure VII of UGC (ODL Programmes and Online Programmes) Regulations, 2020:</p> <p>Preparation of Learning Material:-Yes</p> <p>Preparedness of Learning Material :-Yes</p>	<table border="1"> <tr> <td data-bbox="1247 128 1422 268">Development of SLM</td> <td data-bbox="1422 128 1536 268">In House Faculty</td> </tr> <tr> <td data-bbox="1247 268 1422 457">Percentage of SLM developed by In- House Faculty</td> <td data-bbox="1422 268 1536 457">100</td> </tr> </table>	Development of SLM	In House Faculty	Percentage of SLM developed by In- House Faculty	100
Year	2020-21																					
Outline of the Syllabus	Management and Organization Behavior, Quantitative Methods, Foundations of Accounting & Finance, Business Environment, IT for Managers, Economics for Business, Operations Management, Human Resource Management, Marketing Management, Business Communication, Business Policy & Strategy, International Business, Leadership & Change Management, Management Control Systems, Business Ethics & Corporate Governance, Financial Management, Global Financial Markets, Strategic Finance & Corporate Restructuring, Services Marketing, Strategic Marketing Management, Sales & Distribution Management, Recruitment, Training & Development, Performance Management and Reward Systems, SMACS Technologies for Business, Services Operations Management, Financial Services, International Finance, International Marketing, Integrated Marketing Communications, Retail Management, Strategic Human Resource Management, Organization Development, Human Resource Planning & Audit, Big Data and Analytics, Supply Chain Management																					
Whether SLM approved by Statutory Authority of HEI	Yes																					
Statutory bodies approval upload	View																					
When was it prepared	25-12-2019																					
Last Updated	25-12-2019																					
Name of the faculty who prepared SLM	Dr. Y.V. Subrahmanyam																					
Development of SLM	In House Faculty																					
Percentage of SLM developed by In- House Faculty	100																					

Srno	Name of Progrm	Other Details		Annexure	Details of Developments of SLM
		Designation	Director	Preparedness of SLM as per Annexure VII of UGC(ODL Programmes and Online Programmes) Regulations, 2020	
Department	Centre for Distance and Online Education	1 Year:-Yes			
Reference of Self Learning Material	Textbooks, Journal Articles, Conference Reports, Web content (with permission), Workshop Reports, Reports by Textbook Editorial Committees and Review Committees	2 Year:-Yes			
Upload Sample SLM (Only Content Pages)	View	3 Year:-Not Applicable			
SLM Url	www.ifheindia.org/dlp/selflearningmaterial2019				

Srno	Name of Program	Other Details		Annexure	Details of Developments of SLM															
2	Business Administration/Commerce/Management/Finance - Bachelor of Business Administration - General	<table border="1"> <tr> <td data-bbox="472 128 634 203">Year</td> <td data-bbox="634 128 1024 203">2020-21</td> </tr> <tr> <td data-bbox="472 203 634 1381">Outline of the Syllabus</td> <td data-bbox="634 203 1024 1381">Intro to Mgmt,Mktg Mgmt I,Intro to IT,Intro to Economics I,Financial Acc I,Business Comm,Business Statistics,Business strategy,Intro to Psychology,Mktg Mgmt II,Intro to Entrepreneurship & Family Business,Intro to Economics II,Financial Acc II,Business Report Writing,Project Mgmt,International Business Mgmt,Financial Mgmt I,OB,Mercantile Law,Leadership & Change Mgmt,Soft Skills,Business Research Methods,Human Values & Professional Ethics,Digital Mktg,Financial Mgmt II,HR Mgmt,Mgmt Accounting,Mgmt Control Systems,Operations Mgmt,Training & Dvlop,Retail Mgmt,Bank Products & Services,Disaster Mgmt,DBMS,Environmental Studies,Business Analytics,Company Law & Taxation,Governance & Ethics,GST,Security Analysis,Portfolio Mgmt,Financial Mkts & Services,Derivatives & Risk Mgmt,Indian Financial System,Principles & Practice of Banking,Business Taxation,Quantitative Business Modeling,Advt & Sales Promotion,SDM,Services Mktg,Quality & Productivity Mgmt,SCM,Entrepreneurship,Global Business Project</td> </tr> <tr> <td data-bbox="472 1381 634 1633">Whether SLM approved by Statutory Authority of HEI</td> <td data-bbox="634 1381 1024 1633">Yes</td> </tr> <tr> <td data-bbox="472 1633 634 1791">Statutory bodies approval upload</td> <td data-bbox="634 1633 1024 1791">View</td> </tr> <tr> <td data-bbox="472 1791 634 1885">When was it prepared</td> <td data-bbox="634 1791 1024 1885">25-12-2019</td> </tr> <tr> <td data-bbox="472 1885 634 1980">Last Updated</td> <td data-bbox="634 1885 1024 1980">25-12-2019</td> </tr> </table>	Year	2020-21	Outline of the Syllabus	Intro to Mgmt,Mktg Mgmt I,Intro to IT,Intro to Economics I,Financial Acc I,Business Comm,Business Statistics,Business strategy,Intro to Psychology,Mktg Mgmt II,Intro to Entrepreneurship & Family Business,Intro to Economics II,Financial Acc II,Business Report Writing,Project Mgmt,International Business Mgmt,Financial Mgmt I,OB,Mercantile Law,Leadership & Change Mgmt,Soft Skills,Business Research Methods,Human Values & Professional Ethics,Digital Mktg,Financial Mgmt II,HR Mgmt,Mgmt Accounting,Mgmt Control Systems,Operations Mgmt,Training & Dvlop,Retail Mgmt,Bank Products & Services,Disaster Mgmt,DBMS,Environmental Studies,Business Analytics,Company Law & Taxation,Governance & Ethics,GST,Security Analysis,Portfolio Mgmt,Financial Mkts & Services,Derivatives & Risk Mgmt,Indian Financial System,Principles & Practice of Banking,Business Taxation,Quantitative Business Modeling,Advt & Sales Promotion,SDM,Services Mktg,Quality & Productivity Mgmt,SCM,Entrepreneurship,Global Business Project	Whether SLM approved by Statutory Authority of HEI	Yes	Statutory bodies approval upload	View	When was it prepared	25-12-2019	Last Updated	25-12-2019	<p>Whether HEI adheres to the compliance of provisions mentioned in Annexure VI of UGC (ODL Programmes and Online Programmes) Regulations, 2020:</p> <p>Curriculum and Pedagogy:- Yes</p> <p>Print Material :-Yes</p> <p>Audio-Video Material :-No</p> <p>Online Material:-Yes</p> <p>Computer-based material:-Yes</p> <p>Computer Disks:-No</p> <p>Whether HEI adheres to the compliance of provisions mentioned in Annexure VII of UGC (ODL Programmes and Online Programmes) Regulations, 2020:</p> <p>Preparation of Learning Material:-Yes</p> <p>Preparedness of Learning Material :-Yes</p>	<table border="1"> <tr> <td data-bbox="1235 128 1422 268">Development of SLM</td> <td data-bbox="1422 128 1533 268">In House Faculty</td> </tr> <tr> <td data-bbox="1235 268 1422 457">Percentage of SLM developed by In- House Faculty</td> <td data-bbox="1422 268 1533 457">100</td> </tr> </table>	Development of SLM	In House Faculty	Percentage of SLM developed by In- House Faculty	100
Year	2020-21																			
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Whether SLM approved by Statutory Authority of HEI	Yes																			
Statutory bodies approval upload	View																			
When was it prepared	25-12-2019																			
Last Updated	25-12-2019																			
Development of SLM	In House Faculty																			
Percentage of SLM developed by In- House Faculty	100																			

Srno	Name of Progrm	Other Details		Annexure	Details of Developments of SLM
		Name of the faculty who prepared SLM	Dr. Y.V. Subrahmanyam	Preparedness of SLM as per Annexure VII of UGC(ODL Programmes and Online Programmes) Regulations, 2020 1 Year:-Yes 2 Year:-Yes 3 Year:-No	
		Designation	Director		
		Department	Centre for Distance and Online Education		
		Reference of Self Learning Material	Textbooks, Journal Articles, Conference Reports, Web content (with permission), Workshop Reports, Reports by Textbook Editorial Committees and Review Committees		
		Upload Sample SLM (Only Content Pages)	View		
		SLM Url	www.ifheindia.org/dlp/selflearningmaterial2019		

Examination Centre

Srno	It is certified that all the activities	Name of Centre	Address of Centre / City/ Pin Code/ State	Briefly write on the methods and steps to be adopted for conduct of examination to ensure security, transparency & credibility of examination	Whether Examination centre fulfills all the requirement mentioned in Annexure II	A) Proposed Examination Centre for term end examinatio for ODL programme for Upcoming Academic Years
	.					

Srno	It is certified that all the activities .	Name of Centre	Address of Centre / City/ Pin Code/ State	Briefly write on the methods and steps to be adopted for conduct of examination to ensure security, transparency & credibility of examination	Whether Examination centre fulfills all the requirement mentioned in Annexure II	A) Proposed Examination Centre for term end examinatio for ODL programme for Upcoming Academic Years		
1	Yes	ICFAI Foundation for Higher Education	IFHE ,Donthanapally, Shankarapalli Road- Hyderabad-501203- Telangana	The examinations shall be conducted in line with the UGC Regulations. Proctored computer based testing (CBT) will be implemented. The entire test of every student - from authentication to submission of test – shall be captured with biometric and CCTV recording and archived for future reference and record.Question paper will consist of both subjective and multiple choice (MCQs) which will test the comprehension, analytical and presentation abilities of student.	Yes	1	Whether examination centre is within the territorial jurisdiction of the HEI as per Annexure IV of ODL Regulations	Yes
						2	Whether the examination centre is located as per clause 13 (7) of Part IV of Regulations	Yes
						3	Provision of CCTV Cameras	Yes
						4	Provision of Bio-metric attendance	Yes
						5	Provision of Video recording	No

Srno	It is certified that all the activities .	Name of Centre	Address of Centre / City/ Pin Code/ State	Briefly write on the methods and steps to be adopted for conduct of examination to ensure security, transparency & credibility of examination	Whether Examination centre fulfills all the requirement mentioned in Annexure II	A) Proposed Examination Centre for term end examinatio for ODL programme for Upcoming Academic Years		
2	Yes	CDOE Study Center - IFHE	Suchitra Junction, QutubullapurMandal, Hyderabad- Hyderabad-500067- Telangana	The examinations shall be conducted in line with the UGC Regulations. Proctored computer based testing (CBT) will be implemented. The entire test of every student - from authentication to submission of test – shall be captured with biometric and CCTV recording and archived for future reference and record.Question paper will consist of both subjective and multiple choice (MCQs) which will test the comprehension, analytical and presentation abilities of student.	Yes	1	Whether examination centre is within the territorial jurisdiction of the HEI as per Annexure IV of ODL Regulations	Yes
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						4	Provision of Bio-metric attendance	Yes
						5	Provision of Video recording	No

Off Campus approved by the Government of India

Srno	Name of Centre	Address of Centre	City	District	Pin Code	State	Upload notification published in the Official Gazette

Human Resources Information

Academic Staff for ODL Programmes	
Type of Staff *	No. of Staff Exclusively of ODL*
Head / Professor	1

Academic Staff for ODL Programmes	
Type of Staff *	No. of Staff Exclusively of ODL*
Associate Professor	0
Assistant Professor	3

Administrative Staff for ODL Programmes	
Type of Staff *	Total No. of Staff Exclusively for ODL
Deputy Registrar	1
Assistant Registrar	1
Section Officer	1
Assistants	2
Computer Operators	2
Class-IV / Mult Tasking Staff	2
Technical / Professional	0
NA	0

Faculty Details for ODL

Srno	Year	Academic Session	Name of Programmes	Faculty			
1	2020-21	January		Name of faculty	Designation	Phone	Email
				Ms. K. Satyalakshmi	Assistant Professor	9441282946	satyalakshmi@icfaiuniversity.in
				Mr. Dibyendu Dutta	Assistant Professor	8247554381	ddutta@icfaiuniversity.in
				Mr. V. Ravikanth Reddy	Assistant Professor	8885058089	ravikanth.v@icfaiuniversity.in

Computerization / Digitization Status

Srno	Activities	Yes / No
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Srno	Activities	Yes / No
1	Student registration / Admission	Yes
2	Administration	Yes
3	Finance	Yes
4	Academic activities	Yes
5	Student Support System	Yes
6	Continuous Evaluation	Yes
7	Online Support	Yes

Status of a Court case(s)

Srno	W.P.No	Court / Jurisdiction	Status as on date
1	NA	NA	NA

Help Desk

<p>Help Desk Address:</p> <p>ICFAI Foundation for Higher Education, Hyderabad (Deemed-to-be-University under section 3 of UGC Act 1956) Donthanapally, Shankarapalli Road, Hyderabad, 501203</p>	<p>Name of Contact Person:</p> <p>Ms. Balamani</p>	<p>Designation: Executive University</p>
<p>Phone No: 9705807664</p>	<p>Email:</p> <p>ssd@ifheindia.org</p>	<p>Contact hours for Help Desk:</p> <p>9:30 A.M to 5:30 P.M</p>

Compliance

Compliance to specific provisions of UGC (ODL Programmes and Online Programmes) Regulations, 2020

The HEI undertakes to ensure all the provisions of the regulation and few specific provisions adherence to the following:

Learner Support Centre defined under these regulations will not be the Learner Support Centre for more than two Higher Educational Institutions at a time to offer programmes in Open and Distance Learning mode:-

Yes

Learner Support Centre will not be set up under a franchisee agreement in any case. :- Yes

Academic and instructional facilities at its Learner Support Centres for Open and Distance Learning mode, and information resources for online delivery of programmes meet all the conditions of UGC (Open and Distance Learning Programmes and Online Programmes) Regulations, 2020 and guidelines issued from time to time. :-

Yes

Intake capacity under Open and Distance Learning mode for a programme under science discipline to be offered by HEI shall not be more than three times of the approved intake in conventional mode (in case of Dual Mode). :-

NA

Learning enrolment under science discipline will commensurate with the capacity of the Learner Support Centres (for Open and Distance Learning only) to provide lab facilities to the admitted learners (for Open University). :-

NA

Private University established under a State Act will be eligible to offer programmes under Open and Distance Learning mode through its Head Quarters. :-

NA

Academic and administrative staff has appointed as per University Grants Commission (Minimum Qualifications for Appointment of Teachers and other Academic Staff in the Universities and Colleges and other Measures for the Maintenance of Standards in Higher Education) Regulation, 2018. :-

Yes

Academic Staff mentioned in application are exclusively appointed for the proposed programmes. :- Yes

Examination Centres meet all the guidelines laid under Annexure II of UGC (Open and Distance Learning Programmes and Online Programmes) Regulations, 2020.

Upload Affidavit as per the prescribed format :- [View](#)

Submission

It is hereby declared and affirmed that the Higher Educational Institution shall adheres to all the provisions mentioned under the UGC (Open and Distance Learning Programmes and Online Programmes) Regulations, 2020 including following Annexures

Centre for Internal Quality Assurance (CIQA) in Annexure I

Conduct of Examination and Minimum Standards for Examination Centres in Annexure II

Territorial Jurisdiction and Regulating Provisions for Different Types of Higher Educational Institutions in Annexure III (For OD L Programmes)

Human Resource and Infrastructural Requirements in Annexure-IV

Guidelines on Programme Project Report (PPR) in Annexure-V

Quality Assurance Guidelines of Learning Material in Multiple Media and Curriculum and Pedagogy in Annexure-VI

Guidelines on Self-Learning Material and E-Learning Material in Annexure-VII

Learner Support Centres in Annexure-VIII

Assessment Criteria for Offering Online Programmes through Non-SWAYAM Learning

Learning Platform in Annexure-IX (For ONLINE Programmes)

Grievance Redress Mechanism in Annexure-X

Further undertakes to ensure that the HEI shall display on its website a joint declaration by authorized signatories, Registrar and Director of Centre for Internal Quality Assurance, authenticating the documents uploaded on its website, in compliance of regulation 9 of UGC (Open and Distance Learning Programmes and Online Programmes) Regulations, 2020.

The HEI hereby declare that the information given above and in the enclosed documents is true, correct and nothing material has been concealed therein. The Higher Educational Institution shall be solely responsible for any legal issues arising out of non-compliance of UGC (Open and Distance Learning Programmes and Online Programmes) Regulations, 2020.

The HEI understand that in case information provided is found to be contrary to the fact, it would entail not only withdrawal of permission/recognition for such ODL courses but also for other courses offered by the institutions, on regular and conventional mode

Submitted Date: 10/30/2020 3:36:14 PM

ANNEXURES

Appointment Letter – Director (CDOE)



The ICFAI Foundation for Higher Education

("Deemed University" under Section 3 of the UGC Act, 1956)

Ref No: Appt/HR/AW/19/069

September 26, 2019

Dr Yeditha Venkata Subrahmanyam
Emp No. 21L33972
Academic Coordinator
AW - Hyderabad

Dear Dr Yeditha Venkata Subrahmanyam,

In view of organizational requirements, you are hereby appointed as **Director** for Distance and Online Education with effect from **October 01, 2019**.

All other terms and conditions of your appointment shall remain same.

You are advised to acknowledge receipt of this letter by signing the duplicate copy and return to us.

Yours sincerely,

Manager
Central HR Department

Copy of MHRD - UGC Notification

(TO BE PUBLISHED IN THE GAZETTE OF INDIA PART-I SECTION-1)

No. F. 9-54/2006-U.3
Government of India
Ministry of Human Resource Development
(Department of Higher Education)
U.3(A) Section

Shastri Bhawan, New Delhi,
Dated the 16th December, 2008.

NOTIFICATION

Whereas the Central Government is empowered under Section 3 of the University Grants Commission (UGC) Act, 1956 to declare, on the advice of the UGC, an Institution of higher learning as a deemed-to-be-university.

2. And whereas, a proposal was received for grant of status of deemed-to-be-university (under *de novo* category) to ICFAI Foundation for Higher Education, Hyderabad, Andhra Pradesh, under Section 3 of the UGC Act, 1956,

3. And whereas, the University Grants Commission have examined the said proposal and vide their communication No.F.6-42/2005(CPP-I) dated the 28th June, 2007 have recommended conferment of status of 'deemed-to-be-university' to ICFAI Foundation for Higher Education, Hyderabad, consisting of the ICFAI Business School, Hyderabad, under Section 3 of the UGC Act, 1956.

4. Therefore, in exercise of the powers conferred by Section 3 of the University Grants Commission Act, 1956, the Central government, on the advice of the University Grants Commission (UGC), hereby declare that 'ICFAI Foundation for Higher Education, Hyderabad, Andhra Pradesh, comprising ICFAI Business School, Hyderabad only, shall be deemed to be a university for the purposes of the aforesaid Act. The ICFAI Foundation for Higher Education should obtain accreditation in respect of all its academic programmes from the National Board of Accreditation (NBA) / National Assessment and Accreditation Council (NAAC) (as may be relevant) within a period of six months. ICFAI Foundation of Higher Education shall not also undertake franchising of higher education which is not permissible under any circumstances. ICFAI Foundation of Higher Education is also not permitted to affiliated any college(s) / institution(s).

5. The declaration made in para 4 above is further subject to fulfillment/compliance of conditions mentioned at Sr. No.4 of the endorsement to this Notification.

6. Neither the Government of India nor the University Grants Commission shall provide any Plan and Non-Plan grant-in-aid to ICFAI Foundation for Higher Education or its constituent teaching unit.

(Sunil Kumar)
Joint Secretary to the Government of India

The Manager,
Government of India Press,
Faridabad (Haryana)

Copy forwarded to:-

1. The Secretary, University Grants Commission, Bahadurshah Zafar Marg, New Delhi - 110002
2. Director, Distance Education Council, Indira Gandhi National Open University, Maidan Garhi, New Delhi.
3. The Member Secretary, All India Council for Technical Education (AICTE), Indira Gandhi Stadium, I. P. Estate, New Delhi - 110002.
4. The Member, Board of Governors, The Institute of Chartered Financial Analysts of India, Plot No.19, Road No.3, Banjara Hills, Hyderabad, Andhra Pradesh - 500034.
The declaration as made in para 4 of this Notification shall be further subject to the following conditions that:-
 - (i) The management of the Society formed to manage 'ICFAI Foundation for Higher Education, Hyderabad, Andhra Pradesh and the management of ICFAI Business School, Hyderabad should be the same.
 - (ii) The By-laws, Memorandum of Association and Rules of the ICFAI Foundation for Higher Education should also clearly specify the names of the ICFAI Business School.
 - (iii) The management of ICFAI Foundation for Higher Education should take appropriate action to ensure that all the moveable and immovable assets, including that of the ICFAI Business School, are immediately transferred and vested with the Society that will be managing ICFAI Foundation for Higher Education, if not already done, in the interest of students, members of faculty,

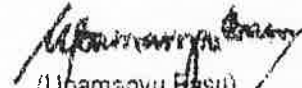
employees and for maintaining the standards of higher education. A report and undertaking for having complied with this condition along with a copy of a valid document in this respect should be submitted to the UGC.

- (iv) The corpus fund created by the institution will be irrevocable in nature and necessary undertaking to this effect shall be given by the ICFAI Foundation for Higher Education. The ICFAI Foundation for Higher Education should submit copies of documents of the Corpus Fund to the UGC / the Ministry of Human Resource Development. The bank deposit maintained for this purpose should not be liquidated or closed without prior consent of the UGC.
- (v) ICFAI Foundation for Higher Education and the Trust that will be managing it, should not undertake or engage in any activities that are of commercial and profit making in nature.
- (vi) ICFAI Foundation for Higher Education should also comply with all the conditions stipulated by the AICTE in its Letter of Approval F.No.M&T-IcfaI/BSHyd/2007 dated 22.10.2008.
- (vii) The declaration as made above shall cover only those academic courses / programmes of the ICFAI Foundation for Higher Education that are approved by the AICTE.
- (viii) The declaration as made in para 4 of this notification shall not extend to cover any other institution/college, including the ICFAI Institute of Science and Technology.
- (ix) ICFAI Foundation for Higher Education should submit a legal undertaking as per the instructions of the UGC (in its circular No.F.6-1(II)/2006-CPP-I dated 13.09.2006) pertaining to the issues of earmarking of assets, non-diversion of assets without prior approval of the UGC and making a provision for the UGC to take control of assets, etc. in the event of winding up of or dissolution of the deemed-to-be university.
- (x) ICFAI Foundation for Higher Education or its constituent unit shall not start any academic programmes without obtaining prior approval of the relevant Statutory Councils such as the AICTE, UGC, National Council for Teacher Education (NCTE), etc., wherever necessary in accordance with the relevant norms and guidelines of these Councils.
- (xi) The academic programmes offered or to be offered by ICFAI Foundation for Higher Education will conform to the norms and standards prescribed by the relevant Statutory Councils ICFAI Foundation for Higher Education shall not offer / award, as the case may be, any degrees that are not specified by the UGC. ICFAI Foundation for Higher Education shall also ensure that the nomenclatures of the degrees, etc. to be awarded by it are specified by the UGC under Section 22 of the UGC Act, 1956.

- (xii) ICFAI Foundation for Higher Education shall award degrees in respect of the courses run by the institutions mentioned in para 4 of this notification only to those students who are admitted to these colleges subsequent to the date of this notification.
- (xiii) All the prescribed norms and procedures of the relevant Statutory Councils and other authorities concerned in the matter of admission of students, intake capacity of students, starting of new courses/programmes, renewal of approval to the courses, etc. will continue to be in force, and shall be adhered to by the ICFAI Foundation for Higher Education and its constituent teaching unit.
- (xiv) ICFAI Foundation for Higher Education shall not conduct any distance education programmes without prior approval of UGC and Distance Education Council (DEC). The guidelines issued by both the DEC and the UGC from time to time in the matter of imparting education through distance mode have to be complied with by it.
- (xv) ICFAI Foundation for Higher Education shall not start and run any study centre / off-campus centre without obtaining the requisite prior approval of the UGC/ Government of India, as the case may be.
- (xvi) Suggestions, if any, of the UGC's Expert Visiting Committee as made out in its respective report, should be followed by ICFAI Foundation for Higher Education so as to rectify deficiencies, if any, to bring about the recommended improvement.
- (xvii) As and when necessary, the ICFAI Foundation for Higher Education shall suitably amend and update its MoA/Rules in consultation and in concurrence with the UGC.
- (xviii) The instructions / guidelines issued by the UGC and AICTE from time to time, as are applicable to institutions declared as 'deemed to be universities', will apply to ICFAI Foundation for Higher Education and its constituent unit.
- (xix) ICFAI will not open and run any off-campus / off-shore campus centres or establish new departments(s) / start new courses(s) other than allied to the courses already approved and being offered) without obtaining the specific prior approval of the UGC/Government of India. The requisite official approval to any off-campus or off-shore campus centre or new department / faculty / new course(s) will take only a prospective effect.
- (xx) ICFAI shall not conduct any course(s) under distance mode without the specific prior approval of the Joint Committee of the UGC, AICTE and DEC.
- (xxi) ICFAI Foundation for Higher Education, Hyderabad shall not create an impression in the mind of the general public that it has been 'established' under a Central Act. In order to ensure this, it shall, in all its advertisements, public notices, communications, etc., distinctly mention under its nomenclature

by inserting (within brackets) a line, which shall read: "Declared as Deemed-to-be-University" under Section 3 of the UGC Act, 1956" as distinct from any State Universities by that name.

5. The Principal Secretary to the Government of Andhra Pradesh, Department of Higher Education, Government of Andhra Pradesh, J-Block, Floor-4, Room No.407, Andhra Pradesh Secretariat, Hyderabad - 500022. Andhra Pradesh.
6. The Commission of Technical Education, Government of Andhra Pradesh, 5th Floor, BRKR Govt. Complex, Hyderabad - 530063.
7. Press Information Bureau, Shastri Bhawan, New Delhi-110001.
8. The Secretary-General, Association of Indian Universities, A.I.U. House, 16 Kotla Marg, New Delhi - 110002.
9. Joint Director(Planning) & Web Master, Department of Higher Education, Room No.523-'C' Wing, Shastri Bhawan, New Delhi with the request to issue necessary instructions to the CMIS Unit to display this notification on the website of Department of Higher Education.
10. Guard file / Notification file.


(Upamanyu Basu)
Director

**IGNOU DEC / DEB recognitions prior to
UGC (ODL) Regulations 2017**

- a. Recognition for the Academic Year 2012 - 13**
- b. Recognition for the Academic Year 2013 - 14**
- c. Recognition for the Academic Year 2014 - 15**
- d. Recognition for the Academic Year 2015 – 16**
- e. Recognition for the Academic Year 2016 - 18**



Dr. Nalini Lele
Director DEC

14437-14439

F.No.DEC/ICFAI-HYD/AP/2009/
03rd September, 2012

To
The Vice Chancellor
ICFAI Foundation for Higher Education (IFHE)
Donthanapally, Shankarapalli Road,
Hyderabad- 501 504,
Andhra Pradesh

Sub: Recognition to ICFAI Foundation for Higher Education, Hyderabad for offering programmes through distance mode - reg.,

Sir/Madam,

With reference to the application of your Institution/University seeking recognition of Distance Education Council New Delhi, for offering programmes through distance education mode, an Expert Committee comprising nominees of UGC, AICTE and DEC visited your University and submitted its recommendations. The recommendations of the Expert Committee were placed before the Tripartite Committee. Recommendations of the Tripartite Committee were considered by the Distance Education Council in its 40th meeting. Based on the decision of the Distance Education Council, I am to convey that your University has been accorded recognition for offering programmes through distance education mode as under:

Programmes recognised for one academic year (2012-13)

Sl.No.	Programme	Duration	Eligibility
1	MMS Master of Management Studies	2 Years	Any graduate with 45% aggregate marks & above.
2	MBA (Financial Management)	2 Years	Any graduate with 45% aggregate marks & above.
3	MBA (Hospital Management)	2 Years	Any graduate with 45% aggregate marks & above.

A. The University should comply with the following recommendations of the Expert Committee within three months from the date of receipt of this letter:

1. The AICTE nominee informed that the intake of the programmes shall be as per norms of AICTE/UGC/DEC norms are to be followed.
2. As per the DEC norms, one full time Co-ordinator is to be appointed for each programme to coordinate the programme.
3. If it is felt that the proposed admission fee and the programme fee is very high, it has to be taken care by the Institution/University as per the permissible range.
4. The assignments (continuous evaluation) and its weightage in the term end examination are to be introduced in all programmes. The weightage should be 30% for assignments and 70% term end examination.
5. The rule of reservation has to be implemented in the Admissions.

दूरस्थ शिक्षा परिषद
Distance Education Council
T : +91-11-29533340, 29533161, 29535924-32
F : +91-11-29538868

इन्दिरा गांधी राष्ट्रीय मुक्त विश्वविद्यालय
Indira Gandhi National Open University
मैदान गढ़ी, नई दिल्ली - 110068, भारत | www.hindi.ignou.ac.in
Maidan Garhi, New Delhi - 110068, INDIA | www.ignou.ac.in

1

6. The system of moderation of Question Papers has to be introduced and one external member shall be appointed in the moderation.
7. For Evaluation system, Re-evaluation and providing a photo-copy of the evaluated answer script to the students on demand with prescribed fee may be introduced.
8. Sufficient counselling sessions are to be allotted for each course.
9. Library facility is also provided at the outside campus of the study centre within Hyderabad only.
10. Placement Cell in Campus facility may be extended to Distance Education learners.
11. Radio interactive sessions may be introduced through AIR/Gyan Vani.
12. The staff working in the Directorate of Distance Education may be extended the UGC pay scales on par with the other Open Universities.
13. ICFAI FHE may implement the Vaidyadhara OLE with help of IGNOU for enhancing of quality of its DE programmes

B. The University should adhere to the following:

1. The Institution shall offer only above mentioned programmes through distance mode, which are approved by the Distance Education Council.
2. It is the responsibility of the University/Institution to follow the norms prescribed by the concerned regulatory body/ies, and also seek its/their prior approval, wherever required for any specific programme mentioned above.
3. The eligibility conditions will be as per UGC/AICTE/DEC norms and professional and technical programmes as per norms laid down by the AICTE. No admission to MBA, PGDM, & MCA programmes can be done without ensuring that the student has secured a valid score in the entrance test/examination for the purpose.
4. The minimum duration of a programme should be similar to the minimum duration of similar programmes offered through the regular mode.
5. The Institution/university should have at least one full time faculty member exclusively for coordinating each programme at the headquarters.
6. Nomenclature of all programmes offered through distance mode should be as per UGC/AICTE.
7. The Institution /University shall limit admission to maximum 60 seats per programme per study centre for management and allied health sciences programmes, if any. For laboratory/practical work, the university can have a maximum of 30 students in a batch subject to maximum 60 students per study centre. The study centre shall be operated by the university itself.
8. The territorial jurisdiction for offering programmes through distance mode will be as per the decision of the Council taken in its 40th DEC Meeting. As per decision taken in 40th meeting of the Distance Education Council, in case of deemed to be university the territorial jurisdiction will be as per the notification of Govt. of India to accord them this status until a policy decision is taken by the UGC.
9. The study centres are academic facilitators for programme delivery. The University should not franchise the Study centres. The Study Centres should be operated by the University itself.
10. The Institution's management of the distance education programmes will be open for review and inspection by DEC. The academic norms of the programmes shall be under monitoring and regulation by the concerned regulatory authorities.



It may be noted that before launching the programme/s, the Institution/University should submit an affidavit within 30 days from date of issue of this letter that it agrees to and will abide by all terms and conditions contained in the recognition letter. In case, the DEC does not receive the affidavit within 30 days from the date of issue of this letter, the approval accorded to your Institution will be considered as withdrawn. Further, if it is found that the University is violating any norms, the recognition accorded to your university will be withdrawn without any notice.

Yours faithfully,

Director (DEC)

Copy to:

1. The Director, Directorate of Distance Education, ICFAI Foundation for Higher Education (IFHE), Donthanapally, Shankarapalli Road, Hyderabad, A.P.
2. The Secretary, Department of Higher Education, Secretariat, Govt. of Andhra Pradesh, Hyderabad
3. Concerned file
4. Master file
5. Web master

Sir,
For information please
24/1/2014

UNIVERSITY GRANTS COMMISSION

(Distance Education Bureau, IGNOU Campus, Maidan Garhi, New Delhi - 110068)

F.No. UGC/DEB/ICFAI/AP/Recog./2013/ 4317-21

22nd January 2014

The Vice-Chancellor
ICFAI Foundation for Higher Education (IFHE)
Donthanapally, Shankarpalli Road
Hyderabad – 501 504 (AP)

Sub.: Continuation of recognition to ICFAI Foundation for Higher Education (IFHE), Hyderabad, AP - reg.

Sir/Madam,

1. Reference is invited to DEC letter F.No. DEC/ICFAI-HYD/AP/2009/14437-14439, dated 3rd September, 2012 vide which your University was accorded recognition for offering programmes through distance mode for a period of one year i.e. 2012-13 as per decision of erstwhile Distance Education Council.
2. Attention in this regard is also invited to Notification F.No.1-4/2013 (CPP-II), dated 17th June 2013 of University Grants Commission with regard to transfer of regulatory functions of the Open and Distance Learning (ODL) system from Indira Gandhi National Open University (IGNOU) to UGC (copy enclosed). In pursuance of the same, your request for continuation of recognition was considered by the competent authority and it has been decided to grant continuance of recognition to your institution for one academic year i.e. 2013-14 to offer only those programmes which were accorded recognition earlier and communicated vide DEC letter F.No. DEC/ICFAI-HYD/AP/2009/14437-14439, dated 3rd September, 2012 (copy enclosed).
3. The above recognition is subject to the following terms and conditions:
 - i) The University shall offer only above referred programmes through distance mode, which are approved by the UGC as above.
 - ii) It is the responsibility of the University/Institution to follow the norms prescribed by the concerned regulatory body/ies such as UGC/AICTE/any other, and also seek its/their prior approval, wherever required, for any specific programme mentioned above. Nomenclature of all programmes should be as per UGC/AICTE. No teacher training programmes can be offered without prior approval of the NCTE even for distance mode.
 - iii) The eligibility conditions for admissions will be as per UGC/AICTE norms. For professional and technical programmes norms laid down by the AICTE should be followed. No admission to MBA, PGDM, & MCA programmes can be done without ensuring that the student has secured a valid score in the entrance test/examination for the purpose.
 - iv) The minimum duration of a programme should be similar to the minimum duration of similar programme offered through the regular mode.

Var Sans

- v) The University should have at least one full time faculty member exclusively for coordinating each programme at the headquarters.
- vi) The territorial jurisdiction in respect of Universities for offering programmes through distance mode will be as per the policy of UGC on territorial jurisdiction and opening of off campuses/centres/study centres as mentioned in the UGC notification No.F.27-1/2012(CPP-II), dated 27th June 2013, a copy of which is enclosed and is also hosted in the UGC website www.ugc.ac.in. In respect of standalone Institutions (other than the Universities), the territorial jurisdiction will be headquarters.
4. Franchising arrangement for offering programmes through distance mode in any form is not allowed.
5. The Institution's management of the distance education programmes will be open for review and inspection by the UGC. The academic norms of the programmes shall be under monitoring and regulation by the concerned regulatory authorities.

It may be noted that before launching the programme/s, the Institution should submit an affidavit within 30 days from date of issue of this letter that it agrees to and will abide by all terms and conditions contained in the recognition letter. In case, the UGC does not receive the affidavit within 30 days from the date of issue of this letter, the approval accorded to your Institution will be liable to be withdrawn.

It may also be noted that:

- (a) If the institution fails to comply with the conditions of recognition or if it is found conducting affairs in a manner that leads to deterioration of academic standards, the UGC may withdraw its recognition.
- (b) In case any information, documentary evidence submitted/produced by the University/institution is found to be false or fake at a later stage, the recognition of University/institution shall be withdrawn and the University/Institution concerned shall be solely responsible for the career of the students enrolled.

Yours Faithfully

(Bijayalaxmi Mishra)
Deputy Director

Tel: 011-29533340/29572636
Fax No. 011-29536668

Copy to:

- i) The Director, Directorate of Distance Education, ICFAI Foundation for Higher Education (IFHE), Hyderabad, AP
- ii) Secretary, Higher Education, HE Department, Govt of AP.
- iii) Member Secretary, AICTE, 7th floor, Chanderlok building, Janpath, New Delhi 110001
- iv) Shri Praveen Prakash, Joint Secretary (TEL), MHRD, Govt of India, Shastri Bhawan, New Delhi.
- iv) Concerned file
- v) Master file
- vi) Webmaster for updating website

Vandana

Speed Post



University Grants Commission

(Distance Education Bureau, IGNOU Campus, Maidan Garhi, New Delhi - 110068)

F. No. UGC/DEB/ICFAI/AP/Recog./2014/ 6889-93

27 May, 2014

To,

**The Vice-Chancellor
ICFAI Foundation for Higher Education (IFHE)
Donthanapally, Shankarpalli Road
Hyderabad – 501 504 (AP)**

Sub: Continuation of recognition for offering programmes in Open & Distance Learning (ODL) for academic year 2014-15 – reg.

Sir/Madam,

Reference is invited to Office Letter No. F. No. UGC/DEB/ICFAI/AP/Recog./2013/4317-21 dated 22.01.2014 conveying the approval of the University Grants Commission (UGC) to your University for offering programmes in Open & Distance Learning (ODL) mode. In this regard, I am directed to inform that the UGC has taken decision to maintain status quo for 2014-15 and accordingly the recognition/approval granted to you vide the aforementioned letter would continue for academic year 2014-15. Your University may offer the programmes in ODL mode which were offered during 2013-14 in accordance with approval conveyed by UGC (copy enclosed).

2. The above recognition is subject to the following terms and conditions:

- i) The University shall offer only those programmes through distance mode which are approved by the statutory bodies of the University as per norms and wherever necessary by the Apex regulatory bodies of the country.
- ii) It is the responsibility of the University to follow the norms prescribed by the concerned regulatory body/ies such as UGC/AICTE/any other, and also seek its/their prior approval, wherever required, for any specific programme mentioned above.
- iii) Nomenclature of all programmes shall be as per UGC/AICTE.
- iv) No teacher education programmes can be offered without prior approval of the NCTE.
- v) Programmes in physiotherapy are not allowed through distance mode.
- vi) University shall refrain from offering such programmes that are not allowed to be offered through distance mode by respective apex body/ies.
- vii) MHRD directions prohibiting B.E. / B. Tech. through Distance mode vide its letter dated 29/07/2009 shall be adhered to strictly (copy at UGC website).
- viii) The eligibility conditions for admissions will be as per UGC/AICTE norms.
- ix) The minimum duration of a programme offered in ODL mode should not be less than the minimum duration of similar programme offered through the regular mode.
- x) The University has at least one full time faculty member exclusively for coordinating each programme at the headquarters.

- xi) The territorial jurisdiction in respect of Universities for offering programmes through distance mode will be as per the policy of UGC on territorial jurisdiction and opening of off campuses/centres/study centres as mentioned in the UGC Notification No. F. 27-1/2012 (CPP-II), dated 27th June 2013, a copy of which is also posted in the UGC website www.ugc.ac.in/deb. In respect of standalone Institutions (other than the Universities), the territorial jurisdiction will be headquarters.
- xii) Franchising arrangement for offering programmes in distance mode in any form is not allowed.
3. The Institution's management of the distance education programmes will be open for review and inspection by the UGC. The academic norms of the programmes shall be under monitoring by the concerned regulatory authorities.
4. Before launching the programme/s, the Institution shall submit an affidavit within 30 days from date of issue of this letter that it agrees to and will abide by all terms and conditions contained in letter referred to in para 1 above and the terms and conditions laid down in para 2 above. In case the UGC does not receive the affidavit within 30 days from the date of issue of this letter, the approval accorded to your Institution will be liable to be withdrawn. It may also be noted that:
- i) If the institution fails to comply with the conditions of recognition or if it is found conducting affairs in a manner that leads to deterioration of academic standards, the UGC may withdraw its recognition.
- ii) In case any information, documentary evidence submitted/produced by the University is found to be false or fake at a later stage, the recognition of University shall be withdrawn and the University concerned shall be solely responsible for the career of the students enrolled.
5. **Your university is required to send along with the affidavit, a list of programmes (approved by the statutory bodies) that are on offer through distance mode currently, duly authenticated by the Registrar.**

Yours faithfully,

(Bijayalaxmi Mishra)

Dy. Director

Tel No.: 011-29533340, 29572634

Encl as above:

Copy to:

1. The Director, Directorate of Distance Education, ICFAI Foundation for Higher Education (IFHE), Hyderabad, AP
2. Principal Secretary, Higher Education, HE Department, Govt of AP
3. The Member Secretary, AICTE, 7th floor, Chanderlok Building, Janpath, New Delhi 110001
4. Shri Praveen Prakash, Joint Secretary (TEL), MHRD, Govt of India, Shastri Bhawan, New Delhi.
5. Concerned file
6. Master file
7. Publication Officer (Web), UGC for updating website.

Bijayalaxmi Mishra

Dy. Director



ज्ञान-विज्ञान विमुक्तये

डॉ. (श्रीमती) रेनु बतरा
संयुक्त सचिव

Dr. (Mrs.) Renu Batra
Joint Secretary



सत्यमेव जयते

विश्वविद्यालय अनुदान आयोग
University Grants Commission

(मानव संसाधन विकास मंत्रालय, भारत सरकार)
(Ministry of Human Resource Development, Govt. of India)

बहादुर शाह जफर मार्ग, नई दिल्ली-110002
Bahadur Shah Zafar Marg, New Delhi-110002

दूरभाष Phone : कार्यालय Off : 011-23231273

फैक्स Fax : 011-23231291, e-mail : renu.ugc@nic.in

Speed Post

F.No. UGC/DEB/1/5/ICFAI-HYD/2015/287

May, 2016

[9 MAY 2016]

The Vice Chancellor
The ICFAI Foundation for Higher Education Hyderabad (IFHE)
Donthanapally, Shankarpalli Road,
Hyderabad-501504,
Andhra Pradesh

Sub: Continuation of recognition for offering programmes in Open & Distance Learning (ODL) mode for academic year 2015-16 - reg.

Sir/Madam,

Reference is invited to your letter no. IFHE/Co-Dept/DEB/001/2015 dated 19.08.2015 vide which a letter of intent and a fresh affidavit duly sworn in has been forwarded to this office. UGC vide its letter no. UGC/DEB/ICFAI-Hyd/AP/2009/8633 dated 25TH July, 2014 had conveyed its approval to your University for offering programmes under distance learning mode during the session 2014-15. In this regard, I am directed to inform that the UGC vide its 505th meeting vide item no. 2.03 held on 22nd December 2014 decided to maintain the status quo about recognition of the programmes, under distance education mode, during the academic session for 2015-16. Accordingly, the recognition accorded to your University, vide the above said letter of UGC, is hereby continued for the academic year 2015-16. Your University may therefore continue to offer the following programmes in ODL mode, approval for which was accorded vide DEC letter no. DEC/ICFAI-HYD/AP/2009/14437-14439 dated 03.09.2012.

Sr. No	Programmes
1	MMS – Master of Management Studies
2	MBA (Financial Management)
3	MBA (Hospital Management)

2 The university shall scrupulously abide by the following terms and conditions, while offering the programmes through distance learning mode during the session 2015-16 in accordance with the Affidavit dated 19.08.2015, duly notarised and signed by Sri V. R. Shankara, Registrar of the University, submitted to the commission vide letter dated 19.08.2015 :-

- The University shall offer only those programmes through Open and Distance Learning (ODL) mode, which are approved by the statutory bodies of the University as per norms and also by UGC and wherever necessary by the apex regulatory bodies in the country.

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- ii) It is the responsibility of the University to follow the norms prescribed by the concerned regulatory body/ies such as UGC, AICTE, NCTE/any other and also seek its/their prior approval, wherever required.
- iii) The University shall not start any new programme without prior approval of UGC and other concerned regulatory authorities in anticipation of recognition.
- iv) The nomenclature of all the programmes to be offered under distance mode shall be strictly as per UGC/AICTE Regulations.
- v) No teacher education programme shall be offered without prior approval of the NCTE.
- vi) The Ministry of HRD's directions prohibiting B.E/ B.Tech through distance mode vide it's letter dated 29.07.2009 shall be adhered to strictly.
- vii) The programmes in Engineering and Technology e.g. B.E/ B.Tech/ Diploma and courses in Medicines/ Nursing/ Physiotherapy etc. are not allowed and the University will not be offering the same.
- viii) The university shall refrain from offering such programmes that are not allowed to be offered, through distance mode by the respective apex body/ies.
- ix) No online programme leading to award of Degree/ Certification shall be offered by the University, until a policy is framed and approved by UGC in this regard.
- x) The minimum duration of a programme offered in ODL mode shall not be less than the minimum duration of similar programme offered through the regular mode.
- xi) The University shall run its ODL programmes only in those subjects/ fields which are offered by it through regular mode.
- xii) The university shall have at least one full time faculty member exclusively for coordinating each programme at the headquarters
- xiii) The eligibility conditions for admissions to each course to be offered through distance learning mode shall be as per norms of UGC/AICTE and other regulatory bodies.
- xiv) The territorial jurisdiction in respect of University for offering programmes through distance mode will be as per the policy of UGC on territorial jurisdiction and opening of off campuses/centres/study centres as mentioned in the UGC notification No.F.27-1/2012(CPP-II), dated 27th June 2013, a copy of which is also posted on the UGC website www.ugc.ac.in/deb.
- xv) The programmes in distance mode will not be offered through franchising arrangement and /or through any private institution /college

3. Moreover, the University shall not offer any M.Phil/Ph.D Programme through distance learning mode in compliance to clause 5 of the UGC (Minimum Standard and Procedure for awards of M.Phil./Ph.D Degree), Regulation 2009.

Deanship RB

4. The Institution's management of the distance education programmes will be open for review and inspection by the UGC. The academic norms of the programmes shall be under monitoring by the concerned regulatory authorities.

5. Your University is required to send, a list of the programmes that will be offered, through distance mode, during 2015-16, duly authenticated by the Registrar of the University.

6. It may also be noted that:

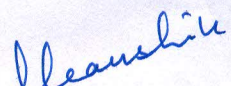
- i. If the institution fails to comply with the conditions of recognition for which the Affidavit, as mentioned above has been submitted or if it is found conducting affairs in a manner that leads to deterioration of academic standards, the UGC may withdraw its recognition.
- ii. In case any information, documentary evidence submitted/produced by the University/institution is found to be false or fake at a later stage, the recognition of University/institution shall be withdrawn and the University/Institution concerned shall be solely responsible for the career consequences, if any arising out of the same.

Yours faithfully,


(Dr. Renu Batra)

Copy to:

1. The Director / Registrar, The ICFAI Foundation for Higher Education Hyderabad (IFHE), Donthanapally, Shankarpalli Road, Hyderabad-501504, ,Andhra Pradesh
2. The Principal Secretary, Higher Education, Govt. of Andhra Pradesh Telangana Secretariat, Khairatabad, Hyderabad, Telangana- 500004
3. The Joint Secretary (TEL), MHRD, Govt of India, Shastri Bhawan, New Delhi- 110001
4. The Member Secretary, AICTE, 7th floor, Chanderlok building, Janpath, New Delhi 110001
5. The Member Secretary, National Council for Teacher Education, Hans Bhawan, New Delhi-110002
6. Publication Officer (Web), UGC for updating website.
7. Guard file.


(Megha Kaushik)
Education Officer, DEB



SPEED POST

F.No. 1-6/2016 (DEB-I)/346

Dated: June, 2016

The Registrar,
ICFAI Foundation for Higher Education,
Dontanapalli,
Shankarapally Road,
Hyderabad-501203,
Telangana.

1 JUL 2016

Sub: Recognition for offering programmes in Open & Distance Learning (ODL) mode from academic year 2016-17 - regarding.

Sir/Madam,

This is in reference to your proposal submitted for consideration of recognition in response to UGC letter F.No. 12-3/2016 (DEB-III) dated 21.03.2016 and subsequent interface meeting attended by your University/Institutions. In this regard, I am directed to inform that it has been decided to accord recognition to your institution to offer certain programmes through distance mode for two academic years i.e. 2016-17 and 2017-18 subject to strict adherence and compliance of the conditions mentioned in this letter.

2 The university shall scrupulously abide by the following terms and conditions, while offering the programmes through distance learning mode in accordance with the Affidavit dated 4th June, 2016, duly notarised and signed by Sh. V.R. Shankara, Registrar of the University, submitted to the Commission.

3. The recognition accorded to the institution will be valid only for the programmes/courses as mentioned in the list attached with this letter.

i) The University shall offer only those programmes through Open and Distance Learning (ODL) mode, which are approved by the statutory bodies of the University as per norms and also by UGC and wherever necessary by the apex regulatory bodies in the country.

ii) It is the responsibility of the University to follow the norms prescribed by the concerned regulatory body/ies such as UGC, AICTE, NCTE/any other and also seek its/their prior approval, wherever required.

iii) The University shall not start any new programme without prior approval of UGC and other concerned regulatory authorities in anticipation of recognition.

Deanshik

[Signature]

- iv) The nomenclature of all the programmes to be offered under distance mode shall be strictly as per UGC/AICTE Regulations.
- v) No teacher education programme shall be offered without prior approval of the NCTE (as per new NCTE regulations,2014)
- vi) The Ministry of HRD's directions prohibiting B.E/ B.Tech through distance mode vide it's letter dated 29.07.2009 shall be adhered to strictly.
- vii) The programmes in Engineering and Technology e.g. B.E/ B.Tech/ Diploma and courses in Medicines/ Nursing/ Physiotherapy etc. are not allowed and the University will not be offering the same.
- viii) The university shall refrain from offering such programmes that are not allowed to be offered, through distance mode by the respective apex body/ies.
- ix) No online programme leading to award of Degree/ Certification shall be offered by the University, until a policy is framed and approved by UGC in this regard.
- x) The minimum duration of a programme, offered in ODL mode shall not be less than the minimum duration of similar programme offered through the regular mode. Nomenclature of programme and the minimum eligibility criteria for admission should be as per UGC norms and Regulations.
- xi) The University shall run its ODL programmes only in those subjects/ fields which are offered by it through regular mode.
- xii) The university shall have at least one full time faculty member exclusively for coordinating each programme at the headquarters
- xiii) The eligibility conditions for admissions to each course to be offered through distance learning mode shall be as per norms of UGC/AICTE and other regulatory bodies.
- xiv) The territorial jurisdiction in respect of University for offering programmes through distance mode will be as per the policy of UGC on territorial jurisdiction and opening of off campuses/centres/study centres as mentioned in the UGC notification No.F.27-1/2012(CPP-II), dated 27th June 2013, a copy of which is also posted on the UGC website www.ugc.ac.in/deb.
- xv) The programmes in distance mode will not be offered through franchising arrangement and /or through any private institution /college
- xvi) The Institution will have necessary infrastructure at its HQ as well as its Study Centres (if any) for conduction of practical work, wherever required.
4. Moreover, the University shall not offer any M.Phil/Ph.D Programme through distance learning mode in compliance to clause 5 of the UGC (Minimum Standard and Procedure for awards of M.Phil./Ph.D Degree), Regulation 2009.

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5. The Institution's management of the distance education programmes will be open for review and inspection by the UGC. The academic norms of the programmes shall be under monitoring by the concerned regulatory authorities.

6. It may also be noted that:

- i. If the institution fails to comply with the conditions of recognition for which the Affidavit, as mentioned above has been submitted or if it is found conducting affairs in a manner that leads to deterioration of academic standards, the UGC may withdraw its recognition at any stage. The University will be solely responsible for the same.
- ii. The recognition can be reviewed depending on change of policy with reference to ODL Regulations or otherwise.
- iii. In case any information, documentary evidence submitted/produced by the University/institution is found to be false or fake at a later stage, the recognition of University/institution shall be withdrawn and the University/Institution concerned shall be solely responsible for the all consequences arising out of the same.

Yours faithfully,


(Megha Kaushik)
Education Officer

Copy to:

1. The Secretary, Higher Education, Govt. of Andhra Pradesh Telangana Secretariat, Khairatabad, Hyderabad, Telangana- 500005
2. The Joint Secretary (TEL), MHRD, Govt of India, Shastri Bhawan, New Delhi - 110 001
3. The Member Secretary, AICTE, 7th floor, Chanderlok Building, Janpath, New Delhi 110001
4. The Member Secretary, National Council for Teacher Education, Hans Bhawan, New Delhi.
5. Publication Officer (Web), UGC for updating website.
6. Guard file.


(R.I.S Bhardwaj)
Section Officer

Annexure

List of programmes approved by UGC to ICFAI Foundation For Higher Education, Hyderabad to be offered through distant mode during the academic year 2016-17 & 2017-18 only, as per the terms and conditions contained in the UGC letter F.No. 1-6/2016 (DEB-I) dated June, 2016

S.No.	Name of Programmes
1.	MASTER OF MANAGEMENT STUDIES
2.	MBA (FINANCIAL MANAGEMENT)
3.	MBA (HOSPITAL MANAGEMENT)




(Megha Kaushik)
Education Officer

NAAC Accreditation



राष्ट्रीय मूल्यांकन एवं प्रत्यायन परिषद

विश्वविद्यालय अनुदान आयोग का स्वायत्त संस्थान

NATIONAL ASSESSMENT AND ACCREDITATION COUNCIL

An Autonomous Institution of the University Grants Commission

Certificate of Accreditation

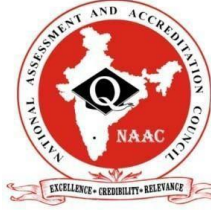
*The Executive Committee of the
National Assessment and Accreditation Council
on the recommendation of the duly appointed
Peer Team is pleased to declare the
The ICFAI Foundation for Higher Education
(Deemed to be University u/s 3 of the UGC Act 1956)
Donthanapalli, Hyderabad, Telangana as
Accredited
with CGPA of 3.43 on four point scale
at A grade
valid up to June 24, 2020*

Date : June 25, 2015



D. S. Rao
Director





National Assessment and Accreditation Council

Date: 09/07/2020

Notification to all Higher Education Institution's

Extension of validity period of accreditation
(considering COVID 19 pandemic)

Accreditation validity period for those HEIs whose validity of accreditation expires during the COVID pandemic period, i.e., from 1st March 2020 provided the HEIs submit the online Institutional Information for Quality Assessment (IIQA) within three months from the Government/University notification to resume the normal academic activities by the HEI.

Any HEIs whomsoever have submitted online IIQA / online SSR within the Validity period of accreditation before/during the pandemic period, i.e., 1st March 2020, but the process has been delayed due to the Pandemic, the validity period of accreditation stands extended as per the existing provisions of NAAC i.e. until the completion of the A&A process of NAAC, provided such institutions do not withdraw their applications and agree to continue with the process within three months from the resuming the normal academic activities as per the Government/University notification.

HEIs whose validity period expired before 1st March 2020 and submitted IIQA, but the process has been delayed due to the Pandemic, the validity period of accreditation DOES NOT STAND extended as per the existing provisions of NAAC. BUT processing of their IIQA/SSR application stages deadlines will be automatically extended for a period of 3 MONTHS after the normal academic activities resume as per the Government/University notification.

**Sd/-
Director, NAAC**

**Territorial Jurisdiction –
Copy of MHRD - UGC Notification**

(TO BE PUBLISHED IN THE GAZETTE OF INDIA PART-I SECTION-1)

No. F. 9-54/2006-U.3
Government of India
Ministry of Human Resource Development
(Department of Higher Education)
U.3(A) Section

Shastri Bhawan, New Delhi,
Dated the 16th December, 2008.

NOTIFICATION

Whereas the Central Government is empowered under Section 3 of the University Grants Commission (UGC) Act, 1956 to declare, on the advice of the UGC, an Institution of higher learning as a deemed-to-be-university.

2. And whereas, a proposal was received for grant of status of deemed-to-be-university (under *de novo* category) to ICFAI Foundation for Higher Education, Hyderabad, Andhra Pradesh, under Section 3 of the UGC Act, 1956,

3. And whereas, the University Grants Commission have examined the said proposal and vide their communication No.F.6-42/2005(CPP-I) dated the 28th June, 2007 have recommended conferment of status of 'deemed-to-be-university' to ICFAI Foundation for Higher Education, Hyderabad, consisting of the ICFAI Business School, Hyderabad, under Section 3 of the UGC Act, 1956.

4. Therefore, in exercise of the powers conferred by Section 3 of the University Grants Commission Act, 1956, the Central government, on the advice of the University Grants Commission (UGC), hereby declare that 'ICFAI Foundation for Higher Education, Hyderabad, Andhra Pradesh, comprising ICFAI Business School, Hyderabad only, shall be deemed to be a university for the purposes of the aforesaid Act. The ICFAI Foundation for Higher Education should obtain accreditation in respect of all its academic programmes from the National Board of Accreditation (NBA) / National Assessment and Accreditation Council (NAAC) (as may be relevant) within a period of six months. ICFAI Foundation of Higher Education shall not also undertake franchising of higher education which is not permissible under any circumstances. ICFAI Foundation of Higher Education is also not permitted to affiliated any college(s) / institution(s).

5. The declaration made in para 4 above is further subject to fulfillment/compliance of conditions mentioned at Sr. No.4 of the endorsement to this Notification.

6. Neither the Government of India nor the University Grants Commission shall provide any Plan and Non-Plan grant-in-aid to ICFAI Foundation for Higher Education or its constituent teaching unit.

(Sunil Kumar)
Joint Secretary to the Government of India

The Manager,
Government of India Press,
Faridabad (Haryana)

Copy forwarded to:-

1. The Secretary, University Grants Commission, Bahadurshah Zafar Marg, New Delhi - 110002
2. Director, Distance Education Council, Indira Gandhi National Open University, Maidan Garhi, New Delhi.
3. The Member Secretary, All India Council for Technical Education (AICTE), Indira Gandhi Stadium, I. P. Estate, New Delhi - 110002.
4. The Member, Board of Governors, The Institute of Chartered Financial Analysts of India, Plot No.19, Road No.3, Banjara Hills, Hyderabad, Andhra Pradesh - 500034.
The declaration as made in para 4 of this Notification shall be further subject to the following conditions that:-
 - (i) The management of the Society formed to manage 'ICFAI Foundation for Higher Education, Hyderabad, Andhra Pradesh and the management of ICFAI Business School, Hyderabad should be the same.
 - (ii) The By-laws, Memorandum of Association and Rules of the ICFAI Foundation for Higher Education should also clearly specify the names of the ICFAI Business School.
 - (iii) The management of ICFAI Foundation for Higher Education should take appropriate action to ensure that all the moveable and immovable assets, including that of the ICFAI Business School, are immediately transferred and vested with the Society that will be managing ICFAI Foundation for Higher Education, if not already done, in the interest of students, members of faculty,

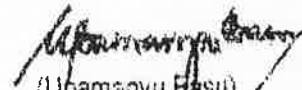
employees and for maintaining the standards of higher education. A report and undertaking for having complied with this condition along with a copy of a valid document in this respect should be submitted to the UGC.

- (iv) The corpus fund created by the institution will be irrevocable in nature and necessary undertaking to this effect shall be given by the ICFAI Foundation for Higher Education. The ICFAI Foundation for Higher Education should submit copies of documents of the Corpus Fund to the UGC / the Ministry of Human Resource Development. The bank deposit maintained for this purpose should not be liquidated or closed without prior consent of the UGC.
- (v) ICFAI Foundation for Higher Education and the Trust that will be managing it, should not undertake or engage in any activities that are of commercial and profit making in nature.
- (vi) ICFAI Foundation for Higher Education should also comply with all the conditions stipulated by the AICTE in its Letter of Approval F.No.M&T-IcfaI/BSHyd/2007 dated 22.10.2008.
- (vii) The declaration as made above shall cover only those academic courses / programmes of the ICFAI Foundation for Higher Education that are approved by the AICTE.
- (viii) The declaration as made in para 4 of this notification shall not extend to cover any other institution/college, including the ICFAI Institute of Science and Technology.
- (ix) ICFAI Foundation for Higher Education should submit a legal undertaking as per the instructions of the UGC (in its circular No.F.6-1(II)/2006-CPP-I dated 13.09.2006) pertaining to the issues of earmarking of assets, non-diversion of assets without prior approval of the UGC and making a provision for the UGC to take control of assets, etc. in the event of winding up of or dissolution of the deemed-to-be university.
- (x) ICFAI Foundation for Higher Education or its constituent unit shall not start any academic programmes without obtaining prior approval of the relevant Statutory Councils such as the AICTE, UGC, National Council for Teacher Education (NCTE), etc., wherever necessary in accordance with the relevant norms and guidelines of these Councils.
- (xi) The academic programmes offered or to be offered by ICFAI Foundation for Higher Education will conform to the norms and standards prescribed by the relevant Statutory Councils ICFAI Foundation for Higher Education shall not offer / award, as the case may be, any degrees that are not specified by the UGC. ICFAI Foundation for Higher Education shall also ensure that the nomenclatures of the degrees, etc. to be awarded by it are specified by the UGC under Section 22 of the UGC Act, 1956.

- (xii) ICFAI Foundation for Higher Education shall award degrees in respect of the courses run by the institutions mentioned in para 4 of this notification only to those students who are admitted to these colleges subsequent to the date of this notification.
- (xiii) All the prescribed norms and procedures of the relevant Statutory Councils and other authorities concerned in the matter of admission of students, intake capacity of students, starting of new courses/programmes, renewal of approval to the courses, etc. will continue to be in force, and shall be adhered to by the ICFAI Foundation for Higher Education and its constituent teaching unit.
- (xiv) ICFAI Foundation for Higher Education shall not conduct any distance education programmes without prior approval of UGC and Distance Education Council (DEC). The guidelines issued by both the DEC and the UGC from time to time in the matter of imparting education through distance mode have to be complied with by it.
- (xv) ICFAI Foundation for Higher Education shall not start and run any study centre / off-campus centre without obtaining the requisite prior approval of the UGC/ Government of India, as the case may be.
- (xvi) Suggestions, if any, of the UGC's Expert Visiting Committee as made out in its respective report, should be followed by ICFAI Foundation for Higher Education so as to rectify deficiencies, if any, to bring about the recommended improvement.
- (xvii) As and when necessary, the ICFAI Foundation for Higher Education shall suitably amend and update its MoA/Rules in consultation and in concurrence with the UGC.
- (xviii) The instructions / guidelines issued by the UGC and AICTE from time to time, as are applicable to institutions declared as 'deemed to be universities', will apply to ICFAI Foundation for Higher Education and its constituent unit.
- (xix) ICFAI will not open and run any off-campus / off-shore campus centres or establish new departments(s) / start new courses(s) other than allied to the courses already approved and being offered) without obtaining the specific prior approval of the UGC/Government of India. The requisite official approval to any off-campus or off-shore campus centre or new department / faculty / new course(s) will take only a prospective effect.
- (xx) ICFAI shall not conduct any course(s) under distance mode without the specific prior approval of the Joint Committee of the UGC, AICTE and DEC.
- (xxi) ICFAI Foundation for Higher Education, Hyderabad shall not create an impression in the mind of the general public that it has been 'established' under a Central Act. In order to ensure this, it shall, in all its advertisements, public notices, communications, etc., distinctly mention under its nomenclature

by inserting (within brackets) a line, which shall read: "Declared as Deemed-to-be-University" under Section 3 of the UGC Act, 1956" as distinct from any State Universities by that name.

5. The Principal Secretary to the Government of Andhra Pradesh, Department of Higher Education, Government of Andhra Pradesh, J-Block, Floor-4, Room No.407, Andhra Pradesh Secretariat, Hyderabad - 500022. Andhra Pradesh.
6. The Commission of Technical Education, Government of Andhra Pradesh, 5th Floor, BRKR Govt. Complex, Hyderabad - 530063.
7. Press Information Bureau, Shastri Bhawan, New Delhi-110001.
8. The Secretary-General, Association of Indian Universities, A.I.U. House, 16 Kotla Marg, New Delhi - 110002.
9. Joint Director(Planning) & Web Master, Department of Higher Education, Room No.523-'C' Wing, Shastri Bhawan, New Delhi with the request to issue necessary instructions to the CMIS Unit to display this notification on the website of Department of Higher Education.
10. Guard file / Notification file.


(Upamanyu Basu)
Director

**Statutory Bodies Approval - Resolutions to
offer the programs through ODL Mode
MBA & BBA Programs**

October 8, 2020

The following is an extract of the resolution passed in the meeting of the Board of Management of The ICFAI Foundation for Higher Education (IFHE), Hyderabad ("Deemed-to-be-University" under Section 3 of the UGC Act, 1956) held on 28th December 2018:

"Resolved that the recommendation made by the Academic Council to offer BA (Economics), BBA, MA (Economics), and MBA with electives in Finance, Marketing, Human Resource Management and Operations & IT programs on distance learning mode was considered and approved."



J. Malwan
Vice-Chancellor
VICE CHANCELLOR
THE ICFAI FOUNDATION FOR HIGHER EDUCATION
(Deemed-to-be-University under Section 3 of the UGC Act, 1956)
Hyderabad

October 8, 2020

The following is an extract of the resolution passed in the meeting of the Academic Council of The ICFAI Foundation for Higher Education (IFHE), Hyderabad ("Deemed-to-be-University" under Section 3 of the UGC Act, 1956) held on 21st December 2018:

"Resolved that the proposal to offer the BA (Economics), BBA, MA (Economics), and MBA with electives in Finance, Marketing, Human Resource Management and Operations & IT programs on distance learning mode was considered and recommended for submission to the Board of Management for consideration and approval."



J. Maheshwari
Vice-Chancellor

VICE CHANCELLOR
THE ICFAI FOUNDATION FOR HIGHER EDUCATION
(Deemed-to-be-University under Section 3 of the UGC Act, 1956)
Hyderabad

Regulatory Bodies Approval

AICTE approval for MBA program



APPROVAL PROCESS 2020-21

Letter of Approval (LoA)

F.No. South-Central/2020-21/1-7009896128

Date: 13-Jun-2020

To,
 The Principal /Director,
 THE ICFAI FOUNDATION FOR HIGHER EDUCATION,
 Telangana

Sub: Letter of Approval to Standalone Institutions to conduct courses through ODL Mode for AY 2020-21

Dear Sir/Madam,

I am directed to convey the Approval to the Institution

Permanent Id	1-3766803731	Application Id	1-7009896128
Name of the Institute	THE ICFAI FOUNDATION FOR HIGHER EDUCATION	Institute Address	Donthanapally, Shankarapalli Road, Hyderabad, Telangana, Pin 501 203, Hyderabad;Ranga Reddy, Rangareddi, Telangana, 501203
Institute Type	Deemed To Be University(Pvt)	Region	South-Central

To conduct following Courses through ODL Mode with the Intake indicated below for the Academic Year 2020-21

HEADQUARTER

Program	Level	Course	Affiliating Body (Univ/Body)	Course Duration (in years)	Intake Approved for 2020-21
MANAGEMENT	POST GRADUATE	BUSINESS ADMINISTRATION	SELF	2	10000

CENTRE 1

Name of the Institute	IFHE DDE - STUDY CENTER	Institute Address	4-102, Suchitra Junction, Qutubullapur Mandal
State	Telangana	District	Rangareddi
City	Hyderabad	PIN Code	500067

Program	Level	Course	Affiliating Body (Univ/Body)	Course Duration (in years)	Intake Approved for 2020-21
MANAGEMENT	POST GRADUATE	BUSINESS ADMINISTRATION	SELF	2	1000

The Applicant Society/ Trust/ Institution shall send information about commencement of the above courses to AICTE including the number of candidates admitted in each course latest by 30/10/2020.

The Institution shall fulfill the following general conditions:

1. The Institution shall publish details regarding the Institution, courses / programs being conducted, eligibility criteria for admission, academic calendar, fees charged, details of infrastructural facilities, faculty members, mode of examination/ examination Centers and the last date of admission in the form of mandatory disclosure and shall be displayed on the Institution's website. The information shall be revised every year with updated information about all aspects of the Institution and the whole process shall be made in accordance with the same.
2. No capitation fee shall be charged from the students/ guardians of students in any form. If found so, appropriate action, as per the norms of AICTE, shall be initiated against the Institution.
3. In the event of a student / candidate cancelling admission before the last date of admissions, the entire fee collected from the student, after a deduction of the processing fee of not more than Rs. 1000/- (Rupees one thousand only) shall be refunded and returned by the Institution to the student / candidate withdrawing from the program. It would not be permissible for the Institution to retain the School / Institution Leaving Certificates in original to force retention of admitted students and not to charge fees for the remaining period if a student cancels the admission at any point of time.
4. The Institution shall constitute an Academic Council/Board to decide on curriculum and examination. The curriculum of the course, the procedure for evaluation / assessment of students shall be in accordance with the Model Curriculum and Examination Reforms prescribed by the AICTE from time to time.
5. The management of the Institution shall not discontinue any course(s) or start any new course(s) or alter intake capacity of seats without the prior approval of the Council.
6. No excess admission shall be made by the Institution over and above the approved intake under any circumstances. In case any excess admission is reported to the Council, appropriate action as per the norms of AICTE shall be initiated against the Institution.
7. The accounts of the Institution should get audited annually by a certified Chartered Accountant by the Institution and shall be open for inspection by the Council or persons authorized by it.
8. If the Institution fails to disclose the information or suppresses and / or misrepresents the information, appropriate action as per the norms of AICTE shall be initiated against the Institution.
9. Institution shall become a member of National Academic Depository (NAD) and shall submit details of certification of all candidates on NAD. This information shall also be shared with AICTE every year.
10. All financial transactions shall be effected only through digital means.
11. The Institution shall establish a grievance redressal committee and shall have an online mechanism to address the grievances of students and stakeholders.
12. AICTE may also conduct inspections with or without notifying the dates to verify specific complaints, to verify adherence to AICTE norms & standards, and to verify any misrepresentation, violation of norms & standards, mal-practices etc.
13. The Institution by virtue of the approval given by Council shall not automatically become claimant to any grant-in-aid from the Central or State Government.
14. The Institution shall take appropriate measures for prevention of ragging in any form, in the light of AICTE regulation "Prevention and Prohibition of Ragging in Technical Institutions, Universities including Deemed to Universities imparting technical education" Regulation 2009 (F.No. 37-3/Legal/AICTE/2009 dated 01/07/2009). In case of failure to prevent the instances of ragging by the Institution, the Council shall take appropriate action as per the norms.

The Management of the Institution shall strictly follow further conditions as may be specified by the Council from time to time. The Council may withdraw the approval, in case it observes any violation of the above conditions and/or non- adherence to the norms and standards prescribed by the Council, mis-representation of facts and submitting factually incorrect information to it.

Prof.Rajive Kumar
Member Secretary, AICTE

Copy to:

1. **The Principal / Director,**
THE ICFAI FOUNDATION FOR HIGHER EDUCATION
Donthanapally, Shankarapalli Road, Hyderabad, Telangana, Pin 501 203,
Hyderabad;Ranga Reddy,Rangareddi,
Telangana,501203
2. **The Secretary / Chairman,**
ICFAI SOCIETY
Icfai Society, #52, Nagarjuna Hills, Punjagutta, Hyderabad - 500082,
Hyderabad, Hyderabad ,
Telangana, 500082
3. **The Regional Officer,**
All India Council for Technical Education
First Floor, old BICARD Building
Jawaharlal Nehru Technological University
Masab Tank, Hyderabad-500076
4. **Guard File(AICTE)**

Note: Validity of the Course details may be verified at <http://www.aicte-india.org/>

** Individual Approval letter copy will not be communicated through Post/Email. However, consolidated list of Approved Institutions(bulk) will be shared through official Email Address to the concerned Authorities mentioned above.

Statutory Bodies Approval

- Resolutions Approval of PPR's

- MBA & BBA Programs

October 8, 2020

The following is an extract of the resolution passed in the meeting of the Academic Council of The ICFAI Foundation for Higher Education (IFHE), Hyderabad ("Deemed-to-be-University" under Section 3 of the UGC Act, 1956) held on 12th April 2019:

"Resolved that the Program Project Reports (PPR's) of the programs BA (Economics), BBA, MA (Economics) and MBA with electives in Finance, Marketing, Human Resource Management and Operations & IT on distance learning mode are considered and recommended to the Board of Management for consideration and approval."



J. Mallu
Vice-Chancellor
VICE CHANCELLOR
THE ICFAI FOUNDATION FOR HIGHER EDUCATION
(Deemed-to-be-University under Section 3 of the UGC Act, 1956)
Hyderabad

October 8, 2020

The following is an extract of the resolution passed in the meeting of the Board of Management of The ICFAI Foundation for Higher Education (IFHE), Hyderabad ("Deemed-to-be-University" under Section 3 of the UGC Act, 1956) held on 11th July 2019:

"Resolved that the recommendation on Program Project Report's (PPR's) made by the Academic Council for the programs BA (Economics), BBA, MA (Economics) and MBA with electives in Finance, Marketing, Human Resource Management and Operations & IT on distance learning mode are considered and approved."



J. Malleswari
Vice-Chancellor
VICE CHANCELLOR
THE ICFAI FOUNDATION FOR HIGHER EDUCATION
(Deemed-to-be-University under Section 3 of the UGC Act, 1956)
Hyderabad

Program Project Report (PPR)

– MBA Program

Directorate of Distance Education
The ICFAI Foundation for Higher Education

(Declared as Deemed-to-be-University under section 3 of the UGC Act, 1956)

Programme Project Report (PPR)

for

Master of Business Administration
(MBA)

The ICFAI foundation for Higher Education (IFHE), Hyderabad is declared as Deemed-to-be-University under section 3 of UGC Act, 1956.

Directorate of Distance Education: Based on the recommendations of the Academic Council, Board of Management has approved to establish the Directorate of Distance Education and to offer the programs on distance learning mode in the year 2012

Distance Education Council (DEC) visited and granted approval for launch of distance learning programs through their letter vide no. F.No. DEC//ICFAI-HYD/AP/2009/14437-14439-93, Dated 3rd September, 2012. Further UGC-DEB extended the validity of the approval for the years 2016-17, 2017-18 through their letter vide no. F.No. 1-6/2016 (DEB-I)/346, dated June, 2016.

Mission of the University: The mission of the University is to offer globally relevant, innovative, career-oriented professional post graduate and undergraduate programs through inclusive technology - aided pedagogies to equip students with the requisite professional and life skills as well as social sensitivity and high sense of ethics.

a) Programme's mission & objectives

Creating career-oriented management professionals with specialized knowledge in core areas like finance, marketing, human resource management, operations and information technology through flexible and innovative learning pedagogy.

b) Relevance of the program with HEI's Mission and Goals :

The management program through distance mode is structured to develop and impart the requisite professional skills for the current and futuristic business needs through innovative pedagogical learning tools and media

c) Nature of prospective target group of learners:

The prospective target learners are highly career oriented with access to information

through various web portals and social media. They are ambitious, intelligent and versatile. The pedagogical need has to be aligned to meet the intellectual curiosity of the student in streamlining the above in a structured format for corporate performance and excellence.

d) Appropriateness of the programme to be conducted in open and distance learning and online mode to acquire specific skills and competence:

The specialized subjects offered require primary academic knowledge and application skills, analytical analysis of corporate situations, strategic decision and innovative managerial execution process to achieve the corporate goals.

e) Instructional design:

The duration of the program is for two years and medium of instruction is English. The program consists of 22 subjects including Project work divided into 4 semesters. The program offers flexibility to students to choose elective subjects of their choice. A student can opt 5 subjects of choice from the pool of 4 functional streams. The four functional streams are Finance, Marketing, Human Resource Management and Operation & IT. The structure and credit framework is placed as annexure.

The delivery of program under ODL will be through printed material consisting of SLM's, Learning Aids and periodical assignments. Students may be given online study material and interactive faculty sessions.

f) Procedure for Admissions, curriculum transaction and evaluation:

The Eligibility for taking admission into the program is Graduation (any discipline). Applications received from the candidates are checked for the basic eligibility criteria and the eligible students are enrolled into the program. Total Fee for the program shall be Rs. 75,000. The fee can be paid lump sum or semester wise or installments.

The admissions into the program will be taken semester wise i.e. July or January. The information related to the activities of Distance Learning program like admit card, counseling session schedule, schedule for examination registration, feedback on assignments, examination results etc. will be intimated to the students through email, placing the information on website or SMS.

Evaluation of the student is based on the Internal/Continuous assessment (30%) and the End-Semester examination (70%). Internal/Continuous assessment shall be done

through submission of assignments and End-Semester exam will be a proctored examination as per guidelines of the UGC. End-Semester examinations are conducted twice in a year i.e in January and July. However for convenience and progression of the students Supplementary examinations may be conducted twice in a year during April and October.

Candidates are issued with the certificate and transcript after completion of the program.

g) Staff Requirement:

The Program shall be offered by the Directorate of Distance Education. The services of the Director, office staff is common with other programs.

The Program needs 2 Associate / Assistant professors to coordinate in preparing SLM's, monitoring admission process, scheduling and conducting Counseling classes, monitoring and coordinating the evaluation process of assignments and End-Semester examinations.

Further, Counseling classes to be organized at the study center. The services of the coordinator and other staff shall be used common for all the programs. For this program, Counseling for 15 common subjects totaling 70 credits requires 210 hours. 20 elective subjects amounting to 80 credits will also be counseled for 240 hours. The total counseling classes for this program (including all specializations) will be 450 hours. It requires 10 counselors for conducting counseling classes at one study center.

h) Requirement of the laboratory support and library Resources:

The program proposed to be offered does not require any laboratory support.

A separate space should be created in the main library of the campus exclusively for ODL students. This will be consisting of all the SLM books, related reference books, Journals, national and international magazines on Distance Education. Also provision for accessing the books from the main library should be provided.

i) Cost estimate of the program and the provisions:

Approx Rs. 4,20,00,000*

(These cost include cost of Faculty & other staff, Self Learning Material cost, E-Learning Material, Learning Management System maintenance cost, Promotional Activities cost, conduct of counselling ,examination and evaluation)

*The cost estimate may vary depending upon the no. of students enrolled.

j) Quality assurance mechanism and expected program outcomes:

Quality assessment committee will have three Faculty Members (Chairman, two members). In addition one Faculty Member for each specialization will be co-opted. They will meet once in a quarter and evaluate the following.

- i. Quality of the SLM.
- ii. Delivery of Study Material.
- iii. Quality of the assignment administration and evaluation.
- iv. Monitoring the counseling sessions and performance of the study centers.
- v. Review of feedbacks received from the students and other members and decision on implementation.
- vi. Prepare a quarterly report covering all the above as applicable and circulate to the concern for action as required.
- vii. Annual assessment will be done by the committee and the report shall be laid on the website.

MBA Program

Semester I	Credits	Semester 2	Credits
Management and Organization Behavior	5	Economics for Business	5
Quantitative Methods	5	Operations Management	5
Foundations of Accounting and Finance	5	Human Resource Management	5
Business Environment	5	Marketing Management	5
IT for Managers	5	Business Communication	5
Semester 3	Credits	Semester 4	Credits
Business Policy and Strategy	4	Management Control Systems	4
International Business	4	Business Ethics and Corporate Governance	4
Leadership and Change Management	4	Elective IV	4
Elective I	4	Elective V	4
Elective II	4	Elective VI	4
Elective III	4	Project Work	4

Semester III Elective Options (Students can opt for 3 electives from the following 10 options)

Financial Management (compulsory elective for those opting for Finance electives)	Sales and Distribution Management
Global Financial Markets	Recruitment, Training and Development
Strategic Finance and Corporate Restructuring	Performance Management and Reward Systems
Services Marketing	SMACS Technologies for Business
Strategic Marketing Management	Services Operations Management

Semester IV Elective Options (Students can opt for 3 electives from the following 10 options)

Financial Services	Strategic Human Resource Management
International Finance	Organization Development
International Marketing	Human Resource Planning and Audit
Integrated Marketing Communications	Big Data and Analytics
Retail Management	Supply Chain Management

Program Project Report (PPR)
– BBA Program

Directorate of Distance Education
The ICFAI Foundation for Higher Education

(Declared as Deemed-to-be-University under section 3 of the UGC Act, 1956)

Programme Project Report (PPR)
for
Bachelor of Business Administration
(BBA)

The ICFAI foundation for Higher Education (IFHE), Hyderabad is declared as Deemed-to-be-University under section 3 of UGC Act, 1956.

Directorate of Distance Education: Based on the recommendations of the Academic Council, Board of Management has approved to establish the Directorate of Distance Education and to offer the programs on distance learning mode in the year 2012

Distance Education Council (DEC) visited and granted approval for launch of distance learning programs through their letter vide no. F.No. DEC//ICFAI-HYD/AP/2009/14437-14439-93, Dated 3rd September, 2012. Further UGC-DEB extended the validity of the approval for the years 2016-17, 2017-18 through their letter vide no. F.No. 1-6/2016 (DEB-I)/346, dated June, 2016.

Mission of the University: The mission of the University is to offer globally relevant, innovative, career-oriented professional post graduate and undergraduate programs through inclusive technology - aided pedagogies to equip students with the requisite professional and life skills as well as social sensitivity and high sense of ethics.

a) Programme's mission & objectives

Enable to learn the basic concepts of management and business studies through innovative learning pedagogy and develops practical, managerial and communication skills, and business decision-making capability.

b) Relevance of the program with HEI's Mission and Goals :

The management program through distance mode is structured to develop and impart the requisite professional skills for the current and futuristic business needs through innovative pedagogical learning tools and media

c) Nature of prospective target group of learners:

The prospective target learners are highly career oriented with access to information through various web portals and social media. They are ambitious, intelligent and

versatile. The pedagogical need has to be aligned to meet the intellectual curiosity of the student in streamlining the above in a structured format for corporate performance and excellence.

d) Appropriateness of the programme to be conducted in open and distance learning mode to acquire specific skills and competence:

The subjects offered require primary academic knowledge and application skills, analytical analysis of corporate situations, strategic decision and innovative managerial execution process to achieve the corporate goals.

e) Instructional design:

The duration of the program is for three years and medium of instruction is English. The program consists of 46 subjects including project work divided into 6 semesters. The program offers flexibility to students to choose elective subjects of their choice. A student can opt 6 subjects of choice from the pool of 15 subjects. The structure and credit framework is placed as annexure.

The delivery of program under ODL will be through printed material consisting of SLM's and periodical assignments. Students may also give online study material and interactive faculty sessions.

f) Procedure for Admissions, curriculum transaction and evaluation:

The Eligibility for taking admission into the program is 10+2 (any discipline). Applications received from the candidates are checked for the basic eligibility criteria and the eligible students are enrolled into the program. Total Fee for the program shall be Rs. 60,000. The fee can be paid lump sum or semester wise or installments.

The admissions into the program will be taken year wise i.e. July or January. The information related to the activities of Distance Learning program like admit card, counseling session schedule, schedule for examination registration, feedback on assignments, examination results etc. will be intimated to the students through email, placing the information on website or SMS.

Evaluation of the student is based on the Internal/Continuous assessment (30%) and the End-Semester examination (70%). Internal/Continuous assessment shall be done through submission of assignments and End-Semester exam will be a proctored examination as per guidelines of the UGC. End-Semester examinations are conducted

in July or January. However for convenience and progression of the students Supplementary examinations may be conducted during October and April.

Candidates are issued with the certificate and transcript after completion of the program.

g) Staff Requirement:

The Program shall be offered by the Directorate of Distance Education. The services of the Director, office staff is common with other programs.

The Program needs 2 Associate / Assistant professors to coordinate in preparing SLM's, monitoring admission process, scheduling and conducting Counseling classes, monitoring and coordinating the evaluation process of assignments and term end examinations.

Further, Counseling classes to be organized at the study center. The services of the coordinator and other staff shall be used common for all the programs. For this program, Counseling for 39 common subjects totaling 113 credits requires 339 hours. 15 elective subjects amounting to 45 credits will also be counseled for 135 hours. The total counseling classes for this program (including all specializations) will be 474 hours. It requires 10 counselors for conducting counseling classes at one study center.

h) Requirement of the laboratory support and library Resources:

The program proposed to be offered does not require any laboratory support.

A separate space should be created in the main library exclusively for ODL students. This will be consisting of all the SLM books, related reference books, Journals, national and international magazines on Distance Education. Also provision for accessing the books from the main library should be provided.

i) Cost estimate of the program and the provisions:

Approx Rs. 93,00,000*

(These cost include cost of Faculty & other staff, Self Learning Material cost, E-Learning Material, Learning Management System maintenance cost, Promotional Activities cost, conduct of counselling ,examination and evaluation)

*The cost estimate may vary depending upon the no. of students enrolled

j) Quality assurance mechanism and expected program outcomes:

Quality assessment committee will have three Faculty Members (Chairman, two members). In addition one Faculty Member for each specialization will be co-opted. They will meet once in a quarter and evaluate the following.

- i. Quality of the SLM.
- ii. Delivery of Study Material.
- iii. Quality of the assignment administration and evaluation.
- iv. Monitoring the counseling sessions and performance of the study centers.
- v. Review of feedbacks received from the students and other members and decision on implementation.
- vi. Prepare a quarterly report covering all the above as applicable and circulate to the concern for action as required.
- vii. Annual assessment will be done by the committee and the report shall be laid on the website.

BBA Program Structure –ODL

Year	Semester 1	Credits	Semester 2	Credits
Year 1	Introduction to Management	3	Introduction to Psychology	3
	Marketing Management - I	3	Marketing Management - II	3
	Introduction to Information Technology	2	Introduction to Entrepreneurship and Family Business Management	3
	Introduction to Economics - I	3	Introduction to Economics - II	3
	Financial Accounting - I	3	Financial Accounting - II	3
	Business Communication	3	Business Report Writing	2
	Business Statistics	3	Project Management	2
	Business Strategy	3	International Business Management	3
Year 2	Semester 3	Credits	Semester 4	Credits
	Financial Management - I	3	Financial Management - II	3
	Organizational Behavior	3	Human Resource Management	3
	Mercantile Law	3	Management Accounting	3
	Leadership and Change Management	3	Management Control Systems	3
	Soft Skills	2	Operations Management	3
	Business Research Methods	3	Training & Development	3
	Human Values and Professional Ethics	2	Retail Management	3
	Digital Marketing	3	Bank Products & Services	3
Year 3	Semester 5	Credits	Semester 6	Credits
	Disaster Management	4	Company Law and Taxation	3
	Database Management System	2	Governance & Ethics	3
	Environmental Studies	4	Goods and Services Tax	3
	Business Analytics	3	Elective 4	3
	Elective 1	3	Elective 5	3
	Elective 2	3	Elective 6	3
	Elective 3	3		
	Project Work	5		

Choose any 6 electives from the following:

Security Analysis	Advertising & Sales Promotion
Portfolio Management	Sales and Distribution Management
Financial Markets & Services	Services Marketing
Derivatives & Risk Management	Quality and Productivity Management
Indian Financial System	Supply Chain Management
Principles and Practice of Banking	Entrepreneurship in action-Customer Development
Business Taxation	Global Business Project
Quantitative Business Modeling	

Statutory Bodies Approval

- Resolutions Approval of SLM's

- MBA & BBA Programs

October 8, 2020

The following is an extract of the resolution passed in the meeting of the Academic Council of The ICFAI Foundation for Higher Education, (IFHE) Hyderabad (Deemed-to-be-University" under Section 3 of the UGC Act, 1956) held on 21st November 2019:

A. *"Resolved that the Prepared and updated Self Learning Material (SLM) of the programs MBA and BBA was considered and recommended to the Board of Management for consideration and approval."*

B. *"Resolved that the IGNOU study material for the programs BA(Economics) and MA(Economics) be adopted and the same was considered and recommended to the Board of Management for consideration and approval."*



J. Malleshwar Murthy
Vice-Chancellor
VICE CHANCELLOR
THE ICFAI FOUNDATION FOR HIGHER EDUCATION
(Deemed-to-be-University under Section 3 of the UGC Act, 1956)
Hyderabad

October 8, 2020

The following is an extract of the resolution passed in the meeting of the Board of Management of The ICFAI Foundation for Higher Education (IFHE) Hyderabad ("Deemed-to-be-University" under Section 3 of the UGC Act, 1956) held on 25th December 2019:

"Resolved that the recommendation on Self Learning Material (SLM) made by the Academic Council for the programs MBA, BBA, BA(Economics) and MA(Economics) was considered and approved."



J. Maleem Nay
Vice-Chancellor

VICE CHANCELLOR
THE ICFAI FOUNDATION FOR HIGHER EDUCATION
(Deemed-to-be-University under Section 3 of the UGC Act, 1956)
Hyderabad

Sample SLM (Only Content Pages)

– MBA Program

Management and Organizational Behavior

Course Components

BLOCK I	Fundamentals of Management
Unit 1	Management: An Overview
Unit 2	Evolution of Management Thought
Unit 3	Managerial Functions
Unit 4	Social and Ethical Responsibilities of Management
BLOCK II	Fundamentals of Organizational Behavior
Unit 5	Understanding Organizational Behavior
Unit 6	Foundations of Human Behavior, Human Relations and Organizational Behavior
Unit 7	Diversity and Ethics
Unit 8	Managing Communication
BLOCK III	Individual Behavior in Organizations
Unit 9	Personality and Attitudes
Unit 10	Motivation
Unit 11	Perception
Unit 12	Learning
BLOCK IV	Dynamics of Organizational Behavior
Unit 13	Leadership
Unit 14	Empowerment and Participation
Unit 15	Conflict, Negotiations and Inter Group Behavior
Unit 16	Foundations of Group Behavior
Unit 17	Understanding Work Teams
Unit 18	Informal Organizations
BLOCKV	The Organization System and Development
Unit 19	Foundations of Organizational Structure
Unit 20	Decision Making
Unit 21	Power and Politics
Unit 22	Organizational Culture
Unit 23	Organizational Change and Development
Unit 24	Future of Organizational Development

Quantitative Methods

Block	Unit Nos.	Unit Title
I		Introduction to Statistics and Probability
	1.	Arranging Data
	2.	Central Tendency and Dispersion
	3.	Probability
	4.	Probability Distribution and Decision Theory
II		Statistical Relations and Hypothesis Testing
	5.	Statistical Inference and Hypothesis Testing
	6.	Correlation and Linear Regression
III		Statistical Regression and Quality Control
	7.	Multiple Regression
	8.	Time Series Analysis
	9.	Quality Control
IV		Statistical Distributions, Variations and IT
	10.	Chi-Square Test and Analysis of Variance
	11.	Role of IT in Modern Business Enterprise
	12.	Statistical Software Tools
V		Advanced Statistics
	13.	Index Numbers
	14.	Simulation
	15.	Linear Programming
VI		Business Research
	16.	Introduction to Business Research Methods
	17.	Questionnaire Design
	18.	Report Writing

Foundations of Accounting & Finance

Course Components

I	FUNDAMENTALS OF FINANCIAL ACCOUNTING
	1. Introduction to Financial Statements
	2. Conceptual Framework of Financial Accounting
	3. Elements of Financial Statements
II	FINANCIAL STATEMENTS AND ANALYSIS
	4. Financial Statements of Companies
	5. Introduction to Financial Statement Analysis
	6. Financial Ratio Analysis
III	MANAGEMENT ACCOUNTING
	7. Basic Cost Terms and Concepts
	8. Cost Analysis and Decision Making
IV	FINANCIAL MANAGEMENT
	9. Introduction to Financial Management
	10. Financial Management Process
	11. Financial System – Indian and International Scenario
	12. Time Value of Money
	13. Sources of Short Term and Long Term Finance
	14. Basics of International Trade and Finance

Business Environment and Law

Course Components

BLOCK I	The Socio-Political Environment of Business
Unit 1	Business Environment: An Introduction
Unit 2	Demographic and Social Environment
Unit 3	Cultural Environment
Unit 4	Political Environment
BLOCK II	The Economic and Technological Environment of Business
Unit 5	Economic Environment
Unit 6	Financial Environment
Unit 7	Trade Environment
Unit 8	Technological Environment
BLOCK III	The Legal and Ethical Environment of Business
Unit 9	Legal and Regulatory Environment
Unit 10	Tax Environment
Unit 11	Ethical Environment
BLOCK IV	Business Contracts
Unit 12	Law of Contracts
Unit 13	Special Contracts
BLOCK V	Law Relating to Corporate Business Entities
Unit 14	Formation and Organization of Companies
Unit 15	Company Management and Winding Up
BLOCK VI	Tax Laws
Unit 16	Direct Taxes
Unit 17	Indirect Taxes

IT & Systems

Course Components

BLOCK I	Introduction to Information Technology and Systems
Unit 1	Computer Systems – An Overview
Unit 2	Operating Systems
Unit 3	Fundamentals of Information Systems
BLOCK II	Applications of Information Technology in Business
Unit 4	Personal Productivity Software
Unit 5	Enterprise Collaboration Systems
Unit 6	Management Information Systems
BLOCK III	Software and Database Concepts, and Networks
Unit 7	Program Design and Programming Languages
Unit 8	Database Management
Unit 9	Computer Networks
Unit 10	Telecommunication Networks
BLOCK IV	Management of MIS
Unit 11	MIS – Planning and Design
Unit 12	MIS – Implementation, Evaluation, and Maintenance
Unit 13	Information Resources Management and IT Governance
Unit 14	Global IT Management
Unit 15	MIS in Specialized Areas
BLOCK V	Enterprise Functions and E-Business
Unit 16	Basics of E-Business and Enterprise Application Integration
Unit 17	Supply Chain Management and E-Business
Unit 18	Enterprise Resource Planning
Unit 19	CRM and E-Business
BLOCK VI	Advanced Topics in IT
Unit 20	Cloud Computing
Unit 21	Business Intelligence and Big Data
Unit 22	Current Trends in Software Design and Architecture
Unit 23	Mobile and Social Technologies
Unit 24	IT and Business Process Management

Economics for Managers

Course Components

BLOCK I	Microeconomics – I
Unit 1	Introduction to Microeconomics
Unit 2	Theory of Demand and Supply
Unit 3	Consumer Behavior
Unit 4	Production Function
Unit 5	Analysis of Costs
BLOCK II	Microeconomics – II
Unit 6	Perfect Competition
Unit 7	Imperfect Competition
Unit 8	Rent and Wages
Unit 9	Interest and Profit
Unit 10	Forecasting and Decision-Making
BLOCK III	Macroeconomics – I
Unit 11	Introduction to Macroeconomics
Unit 12	National Income
Unit 13	Consumption and Investment Function
Unit 14	Classical and Keynesian Economics
Unit 15	Fiscal Policy and Budget Deficit
Unit 16	Banking and Money Supply
BLOCK IV	Macroeconomics – II
Unit 17	Monetary Policy
Unit 18	Inflation
Unit 19	International Trade and Balance of Payments
Unit 20	Economic Indicators
Unit 21	Business Cycles
Unit 22	Economic Growth, Development and Planning

Project & Operations Management

Course Components

BLOCK I	Project Management – An Overview
Unit 1	Introduction to Project Management
Unit 2	Project Idea Generation and Screening
Unit 3	Market and Technical Analysis of Projects
Unit 4	Financial Analysis of Projects
Unit 5	Project Selection
BLOCK II	Project Planning and Control
Unit 6	Management of Project Scope
Unit 7	Identifying Project Activities
Unit 8	Activities: Sequencing, Estimating Duration, and Scheduling
Unit 9	Project Review
Unit 10	Project Control
BLOCK III	Project Implementation and Closing
Unit 11	Project Cost Management
Unit 12	Project Risk Management
Unit 13	Project Quality Management
Unit 14	Project Auditing
Unit 15	Project Closing
BLOCK IV	Introduction to Operations Management
Unit 16	Operations Management and Operations Strategy
Unit 17	Forecasting Demand
Unit 18	Allocating Resources to Strategic Alternatives
Unit 19	Design of Production Processes
BLOCK V	Design of Facilities and Operations Planning
Unit 20	Facility Location and Layout
Unit 21	Aggregate Planning and Capacity Planning
Unit 22	Fundamentals of Inventory Control
Unit 23	Purchase Management
Unit 24	Materials Management
BLOCK VI	Operations Control
Unit 25	Operations Scheduling
Unit 26	Enterprise Resource Planning
Unit 27	Supply Chain Management
Unit 28	Just-In-Time (JIT) Manufacturing System
Unit 29	Productivity and Quality Management
Unit 30	Facilities and Maintenance Management
BLOCK VII	Current Trends in Operations Management
Unit 31	Trends in Operations Technology
Unit 32	Globalization and Operations Management
Unit 33	Sustainability and Operations Management

Human Resource Management

Course Components

BLOCK I	Overview of Human Resource Management
Unit 1	Introduction to HRM
Unit 2	Organizational Structure and HRM
Unit 3	International Human Resource Management
BLOCK II	Employment of Human Resources
Unit 4	Human Resource Planning
Unit 5	Job Analysis and Design
Unit 6	Recruitment
Unit 7	Selection
Unit 8	Socialization
BLOCK III	Management and Development of Human Resources
Unit 9	Managing Careers
Unit 10	Performance Appraisal
Unit 11	Employee Training and Management Development
Unit 12	Compensation Management
Unit 13	Occupational Safety and Health
BLOCK IV	Employee Relations
Unit 14	Grievance Handling
Unit 15	Disciplinary Action
Unit 16	Trade Unions
Unit 17	Industrial Relations, Collective Bargaining, and Workers' Participation in Management
Unit 18	Quality of Work Life
Unit 19	Quality Circles
Unit 20	Emerging Challenges of HRM

Marketing Management

Course Components

BLOCK I	Understanding Marketing Management and Buyer Behavior
Unit 1	Marketing: The Development of a Concept
Unit 2	Delivering Customer Values and Satisfaction
Unit 3	Marketing Environment
Unit 4	Marketing Budgets and Costs
Unit 5	Understanding Consumer Buying Behavior
Unit 6	Organizational Markets and Organizational Buying Behavior
BLOCK II	Market Analysis and Marketing Strategies
Unit 7	Marketing Research, MkIS, and Demand Forecasting
Unit 8	Market Segmentation and Market Targeting
Unit 9	Strategic Planning Process in Marketing
Unit 10	Marketing and Competitive Strategies
BLOCK III	The Marketing Mix – I
Unit 11	Product and Product Portfolio
Unit 12	Product Differentiation and Positioning
Unit 13	New Product Development
Unit 14	Branding and Packaging
Unit 15	Pricing and Marketing
BLOCK IV	The Marketing Mix – II
Unit 16	Channels of Marketing
Unit 17	Logistics and Wholesaling
Unit 18	Retailing
Unit 19	Communication Mix in Marketing
Unit 20	Advertising, Sales Promotion and Public Relations
Unit 21	Personal Selling and Sales Force Management
BLOCK V	Additional Topics in Marketing Management
Unit 22	Developing and Managing Holistic Marketing Organization
Unit 23	Global Marketing Strategies
Unit 24	Direct and Digital Marketing
Unit 25	Marketing of Services
Unit 26	Marketing of Organizations, Individuals, Places, and Ideas
Unit 27	Marketing Management: Ethical and Social Dimensions
Unit 28	Green and Sustainable Marketing
Unit 29	Marketing Analytics

Business Communication & Soft Skills

Course Structure

Block 1: Non-Verbal, Oral, and Group Communications	
Unit 1	Fundamentals of Communication
Unit 2	Nonverbal Communication
Unit 3	Listening
Unit 4	Negotiations
Unit 5	Interviewing
Unit 6	Group Communication
Unit 7	Making Presentations – Getting Started
Unit 8	Organizing and Presenting the Speech
Block 2: Written Communication	
Unit 9	Letter Writing: Writing about the Routine and the Pleasant
Unit 10	Writing about the Unpleasant
Unit 11	Writing to Persuade
Unit 12	Communication for Employment – Resume
Unit 13	Communication for Employment – Application Letter
Unit 14	Writing Effective Memos
Unit 15	Structure and Layout of Letters
Unit 16	The Framework of a Report
Unit 17	Writing Business Proposals and Business Plans
Unit 18	Writing the Report
Unit 19	Managing Data and Using Graphics
Unit 20	Review of Writing Skills
Block 3: Managing the Self	
Unit 21	Tools for Professional Development
Unit 22	Business Etiquette
Unit 23	Managerial Effectiveness – A Conceptual Framework
Unit 24	Stress Management
Unit 25	Creativity in Management
Block 4: Managing People	
Unit 26	Emotional Intelligence in Management
Unit 27	Interpersonal Skills
Unit 28	Leadership and Change Management Skills
Unit 29	Multi-cultural Communication Skills

Business Policy & Strategy

Course Structure

BLOCK ONE Overview of Strategic Management	
Unit 1	Introduction to Strategy
Unit 2	Strategic Management
Unit 3	Vision, Mission, and Social Responsibility
BLOCK TWO Strategic Analysis and Strategy Formulation	
Unit 4	External Environment Analysis
Unit 5	Internal Environment Analysis
Unit 6	Objectives, Grand Strategies, and Functional Strategies
Unit 7	Generic Competitive Strategies
Unit 8	Strategic Analysis and Choice
BLOCK THREE Strategy Execution And Control	
Unit 9	The Value Chain and Competitive Scope
Unit 10	The Value Chain and Generic Strategies
Unit 11	Strategy and Structure
Unit 12	Strategy Execution and Organizational Culture
Unit 13	Strategic and Operational Control
Unit 14	Organizational Roles in Strategic Management
BLOCK FOUR Strategic Change	
Unit 15	Corporate Restructuring – An Overview
Unit 16	Joint Ventures and Strategic Alliances
Unit 17	Mergers and Acquisitions
Unit 18	Divestitures and Anti-Takeover Defense
Unit 19	Managing Strategic Change
Unit 20	Challenges for the 21st Century

International Business

Course Components

BLOCK I	An Overview of International Business
Unit 1	International Business and Globalization
Unit 2	International Trade Theories and Application
Unit 3	Country Differences
BLOCK II	Global Markets and Institutions
Unit 4	International Monetary System
Unit 5	Foreign Exchange Markets
Unit 6	International Economic Integration and Institutions
BLOCK III	International Business Strategy and Structure
Unit 7	The Strategy of International Business
Unit 8	The Organization of International Business
Unit 9	Entry Strategies and Strategic Alliances
BLOCK IV	Functional Areas in International Business
Unit 10	Global Research and Development
Unit 11	Global Human Resource Management
Unit 12	Global Marketing and Supply Chain
Unit 13	Accounting in the International Business
Unit 14	Financial Management in International Business
BLOCK V	Implementation in International Business and Emerging Issues in International Business
Unit 15	Implementation and Control in International Business
Unit 16	Global Internet and e-Commerce
Unit 17	Ethics in International Business

Leadership and Change Management

Course Structure

Block I: The Mystique of Leadership	
Unit 1	Understanding Leadership
Unit 2	Leadership Styles
Unit 3	Leadership Skills and Tactics
Unit 4	The Making of a Leader
Block II: Path to Leadership	
Unit 5	Leading a Learning Organization
Unit 6	Coaching Leaders
Unit 6	Developing Performing Teams
Unit 8	Leadership Succession
Block III: Leadership Culmination	
Unit 9	Level 5 Leadership
Unit 10	Narcissistic Leaders
Unit 11	Leadership Challenges
Block IV: Change Mastery	
Unit 12	Understanding Change
Unit 13	Implementing Change
Unit 14	Change Agents
Unit 15	Disruptive Innovation

Management Control Systems

Course Structure

Block 1: Introduction to Management Control Systems	
Unit 1	Fundamentals of Management Control
Unit 2	Design of Organization Structure and Control Systems in Corporates
Unit 3	Organizational Culture
Unit 4	Strategic Performance Control
Unit 5	Business Ethics and Management Control
Block 2: Selected Techniques for Management Control	
Unit 6	Budget as an Instrument of Control
Unit 7	Business Performance: Targets, Reporting, and Analysis
Unit 8	Auditing
Unit 9	Transfer Pricing
Block 3: Management Control: Functional Perspectives – I	
Unit 10	Financial Control of the Enterprise
Unit 11	Marketing Control
Unit 12	Management Control of Products and Operations
Unit 13	Management Control of Operations: Cost, Performance and Audit
Block 4: Management Control: Functional Perspectives – II	
Unit 14	Controls of Service Organizations
Unit 15	Management Control of Projects
Unit 16	Management Control of Research and Development
Unit 17	Control of Human Resource Management
Unit 18	Control and Governance of Information Systems
Unit 19	Implementation of Management Control Systems

Ethics and Governance

Course Structure

Block I: Business Ethics	
Unit 1	Business Ethics – An Overview
Unit 2	Importance of Ethics in Business
Unit 3	The Ethical Organization and its Corporate Code
Unit 4	Ethics and Rule of Law
Unit 5	Business Ethics and Environment
Block II: Management and Ethics – I	
Unit 6	Ethical Issues in Strategic Management
Unit 7	Ethical Issues in Marketing Management
Unit 8	Ethical Issues in Operations Management
Unit 9	Ethical Issues in Purchase Management
Block III: Management and Ethics – II	
Unit 10	Ethical Issues in Human Resources Management
Unit 11	Ethical Issues in Finance
Unit 12	Ethical Issues in Accounting and Other Functions
Unit 13	Ethical Dilemmas at Workplace
Unit 14	Ethical Issues in Global Business
Block IV: Corporate Social Responsibility	
Unit 15	Corporate Social Responsibility – A Historical Perspective
Unit 16	Corporate Responsibility – Stakeholders
Unit 17	The Role of Business in Society
Block V: Corporate Governance	
Unit 18	Corporation – An overview
Unit 19	Corporate Governance – An overview
Unit 20	Corporate Governance – Board Structures and Styles
Unit 21	Corporate Governance – Roles and Responsibility of Board of Directors
Unit 22	Corporate Governance – Codes and Laws

Financial Management

Course Structure

Block 1: Basics of Financial Management	
Unit 1	Introduction to Financial Management
Unit 2	Indian Financial System
Unit 3	Time Value of Money
Unit 4	Risk and Return
Unit 5	Leverage
Block 2: Corporate Financial Management	
Unit 6	Valuation of Securities
Unit 7	Sources of Long term Finance
Unit 8	Cost of Capital and Capital Structure Theories
Unit 9	Capital Expenditure Decisions
Unit 10	Dividend Policy
Unit 11	Financial Forecasting
Block 3: Working Capital Management	
Unit 12	Working Capital Management
Unit 13	Financing Current Assets
Unit 14	Inventory Management
Unit 15	Receivables Management
Unit 16	Cash Management
Block 4: International Finance and Risk Management	
Unit 17	International Project Appraisal
Unit 18	International Trade: Theories and Practices
Unit 19	Financial Risk Management

Global Financial Markets

Course Structure

Block 1: Overview of Global Financial Markets	
Unit 1	Introduction to Global Markets
Unit 2	Macro Issues Impacting Global Markets
Unit 3	Multilateral Institutions
Block 2: Components and Instruments in Global Financial Markets	
Unit 4	Valuation of Securities
Unit 5	Global Bond Markets
Unit 6	Mortgage and Mortgage Instruments
Unit 7	Global Stock Markets
Unit 8	Global Perspective of Money Markets and Commodities Markets
Unit 9	Global Derivative Markets and Instruments
Block 3: Global Financial Institutions	
Unit 10	Banking: An International Perspective
Unit 11	Thrift Institutions: Operational Issues and Regulatory Issues
Unit 12	Investment Banks
Unit 13	Pension Funds
Unit 14	Mutual Funds, Hedge Funds and Sovereign Wealth Funds
Block 4: Managing Risk in Global Financial Markets	
Unit 15	Understanding Subprime Mortgage Loans (2007) & Brexit (2016): Their Impact on Financial Markets
Unit 16	Credit Rating & Sovereign Risk
Unit 17	Dealing Room Operations
Unit 18	Regulatory Aspects and Corporate Governance in Global Financial Markets

Strategic Finance and Corporate Restructuring

Block	Unit No.	Unit Title
I		STRATEGIC FINANCIAL MANAGEMENT
	1.	Strategic Financial Management: An Overview
	2.	Capital Structure
	3.	Dividend Policy
	4.	Allocating Capital and Corporate Strategy
II		ADVANCED CORPORATE FINANCE
	5.	Decision Support Models
	6.	Financial Distress and Restructuring
	7.	Real Options
	8.	Working Capital Management
	9.	Strategic Cost Management
III		MERGERS AND ACQUISITIONS
	10.	Mergers and Acquisitions: An Overview
	11.	Mergers and Acquisitions: Different Forms
	12.	Theories of Mergers
	13.	Methods of Valuation of Firms
IV		TECHNIQUES OF CORPORATE RESTRUCTURING
	14.	Sell Offs and Divestitures
	15.	Joint Ventures
	16.	Going Private and Leveraged Buyouts
	17.	ESOPs and MLPs
	18.	Buy-back of Shares and Exchange Offers
	19.	Takeover Defenses

Services Marketing

Course Structure

Block 1: Introduction to Services Marketing	
Unit 1	Service Economy Trends in National and Global Scenario
Unit 2	Understanding Services
Unit 3	The Nature of Services Marketing
Unit 4	Consumer Behavior
Unit 5	Customer Expectations and Perceptions
Unit 6	Listening to Customers
Block 2: Strategic Issues in Services Marketing	
Unit 7	Market Segmentation and Targeting
Unit 8	Positioning and Differentiation of Services
Unit 9	Managing Demand and Capacity
Unit 10	Role of Technology in Services
Block 3: Services and the Marketing Mix – I	
Unit 11	The Marketing Mix Elements
Unit 12	Product: Packaging the Service
Unit 13	Pricing Services
Unit 14	Promotion and Communication of Services
Block 4: Services and the Marketing Mix – II	
Unit 15	Place in Services
Unit 16	People in Services
Unit 17	Process in Services
Unit 18	Physical Evidence
Unit 19	The Service Setting
Block 5: Maximizing Service Potential and Challenges for Senior Management	
Unit 20	Internal Marketing
Unit 21	Service Failures and Service Recovery
Unit 22	Customer Relationship Management (CRM)
Unit 23	Developing and Managing the Customer Service Function
Unit 24	Globalization of Services

Strategic Marketing Management

Course Structure

Block 1: Strategic Marketing and its Environment	
Unit 1	Strategic Marketing Management - An Introduction
Unit 2	Marketing Strategy and Planning
Unit 3	Business Strategy and Competitive Advantage
Unit 4	Marketing Audit and SWOT Analysis
Unit 5	Marketing Costs and Financial Analysis
Unit 6	Market and Environmental Analysis
Block 2: Strategic Marketing Choices	
Unit 7	Competitor Analysis
Unit 8	Customer Analysis
Unit 9	Segmenting Markets
Unit 10	Targeting and Positioning Strategies
Unit 11	Relationship Strategies
Unit 12	Generic Strategies
Block 3: Strategic Marketing and the Marketing Mix	
Unit 13	Planning for New Products
Unit 14	Product Branding and Customer Service Strategies
Unit 15	Pricing Strategy
Unit 16	Advertising and Sales Promotion Strategies
Unit 17	Public Relations and Direct Marketing Strategies
Unit 18	Sales Force Strategies
Unit 19	Distribution Strategy
Block 4: Organizational Effectiveness and Control in Strategic Marketing	
Unit 20	Strategic Issues in Marketing
Unit 21	Designing an Effective Marketing Organization
Unit 22	Marketing Strategy Implementation and Control
Unit 23	Learning in Marketing Organization
Block 5: New Age Strategic Marketing Management	
Unit 24	Relationship Marketing Strategies
Unit 25	Online Marketing Strategies
Unit 26	Social Media Marketing Strategies
Unit 27	Emerging Trends in Strategic Marketing
Unit 28	Integrated Marketing Communication Strategies

Course Structure

Sales & Distribution Management

Block 1 The Sales Perspective	
Unit 1	Introduction to Sales Management
Unit 2	The Sales Organization
Unit 3	Sales Functions and Policies
Unit 4	Personal Selling
Block 2 Planning the Sales Effort	
Unit 5	Sales Planning
Unit 6	Sales Territories
Unit 7	Sales Budget
Unit 8	Estimating Market Potential and Forecasting Sales
Unit 9	Sales Quotas
Unit 10	Sales and Cost Analysis
Block 3 Organizing and Directing the Sales Efforts	
Unit 11	Profiling and Recruiting Sales Personnel
Unit 12	Developing, Delivering and Reinforcing a Sales Training Program
Unit 13	Time and Territory Management
Unit 14	Compensating Sales Personnel
Unit 15	Motivating the Sales Force
Unit 16	Sales Force Expenses and Transportation
Unit 17	Leading the Sales Force
Unit 18	Evaluating Sales Force Performance
Unit 19	Ethical and Legal Responsibilities of a Sales Manager
Block 4 Distribution Management	
Unit 20	Marketing Logistics & C&F Agents
Unit 21	Marketing Channels
Unit 22	Channel Integration
Unit 23	Channel Management
Block 5 Channel Control and Institutions	
Unit 24	Evaluating Channel Performance
Unit 25	Managing Channel Conflicts
Unit 26	Channel Information Systems
Unit 27	Wholesaling
Unit 28	Retailing and E-Retailing

Recruitment, Training and Development Course Structure

BLOCK 1: Recruitment

- Unit 1** Recruitment: An Overview
- Unit 2** Recruitment Process
- Unit 3** Sources and Techniques of Recruitment
- Unit 4** Hiring Trends

BLOCK 2: Selection, Placement and Induction

- Unit 5** Selection Process: An Overview
- Unit 6** Modern Employee Selection Procedures
- Unit 7** New Employee Induction Trends

BLOCK 3: Training

- Unit 8** Introduction to Employee Training
- Unit 9** Training Needs Assessment
- Unit 10** Learning and Program Design
- Unit 11** Training Methods
- Unit 12** Trainers' Aid: Bloom's Taxonomy

BLOCK 4: Development Aspects of Employees and Management

- Unit 13** Career Planning, Development and Management
- Unit 14** Employee Development
- Unit 15** Management Development

BLOCK 5: Trainer and the Future of Training and Development

- Unit 16** Training Evaluation
- Unit 17** The Role of a Trainer
- Unit 18** The Future of Training and Development

Performance Management and Reward Systems

Course Components

BLOCK I	Foundations of Performance Management
Unit 1	Introduction to Performance Management
Unit 2	Performance Appraisals
Unit 3	360 ⁰ Feedback
BLOCK II	Performance Management Framework
Unit 4	Developing the Performance Management Framework
Unit 5	Designing and Launching the Performance Management System
Unit 6	Evaluation and Maintenance of Performance Management
BLOCK III	Performance Measurement of Individuals, Teams and Organizations
Unit 7	Measuring Individual Performance
Unit 8	Measuring Team Performance
Unit 9	Measuring Organizational Performance
BLOCK IV	Compensation and Reward Management
Unit 10	Rewards and Recognition
Unit 11	Reward Management
Unit 12	Performance Management and Compensation
Unit 13	Job Evaluation and Pay Structure
Unit 14	Performance Competence and Skill Based Pay
BLOCK V	Performance Development
Unit 15	Performance Management and Employee Development
Unit 16	Motivation and Performance Improvement
Unit 17	Emerging Trends in Performance Management

SMACS (Social, Mobile, Analytics, Cloud and Security) Technologies for Business

Course Structure	
Block 1: Introduction to Digitization	
Unit 1	Introduction to SMACS (Social, Mobile, Analytics, Cloud and Security) Technologies
Unit 2	Social Networking Platforms and Stakeholders
Unit 3	Product Development Using Social Media
Unit 4	Customer Relationships through Social Media
Block 2: Mobile Technologies for Business	
Unit 5	Mobile Devices and Platforms
Unit 6	Mobile Operating Systems
Unit 7	Mobile Apps for Business Organizations
Unit 8	Mobile BPM
Block 3: Business Analytics	
Unit 9	Decision Making Using Big Data
Unit 10	Handling Unstructured Data
Unit 11	Data Analytics for Top Management Decision Making
Unit 12	Business and Marketing Intelligence Using Analytics
Block 4: Cloud for Business	
Unit 13	Cloud Architectures and Services
Unit 14	Enterprise Systems Development Using Cloud Technologies
Unit 15	Clouds for Social Marketing
Block 5: Security Technologies for Business	
Unit 16	Data Security in Organizations
Unit 17	Network Security in Organizations
Unit 18	Information Security in Cloud Environment
Block 6: Applications of SMACS	
Unit 19	SMACS Applications to Top Management
Unit 20	SMACS for Marketing
Unit 21	SMACS for Operations

Block 4: Monitoring Service Operations Performance

Services Operations Management

Course Structure

Block 1: Understanding Service Operations	
Unit 1	Introduction to Service Operations
Unit 2	Inter-dependence of Service Industries
Unit 3	Virtual Value Chain and Profit Chain
Block 2: Strategy Formulation	
Unit 4	Business Strategy
Unit 5	Customer Retention Strategies
Unit 6	Global Service Strategy
Block 3: Designing Service Operations	
Unit 7	Design and Development
Unit 8	Innovation and Service Development
Unit 9	Services Process Design
Unit 10	Designing a Service Delivery System
Unit 11	Front Office- Back Office Interface
Block 4: Monitoring Service Operations Performance	
Unit 12	Performance Measurement and Monitoring Service Industry
Unit 13	I.T. As An Enabler For Service Excellence
Unit 14	Quality Management in Services
Unit 15	Meeting Global Standards of Quality
Unit 16	Real Assets - Real Estate
Unit 17	Lean Management Concepts
Unit 18	Tools for Managing Services
Unit 19	Managing Service Projects
Unit 20	Managing Service Projects

Financial Services

Course Structure

Block 1: Financial Services – An Overview	
Unit 1	Introduction to Financial Services
Unit 2	Financial Engineering: New Products and Services
Unit 3	Sources of Finance and Regulatory Environment of Financial Services
Unit 4	Credit Rating
Block 2: Leasing and Hire Purchase	
Unit 5	An Introduction to Equipment Leasing
Unit 6	Leasing in Indian Context
Unit 7	Legal Aspects of Leasing
Unit 8	Tax Aspects of Leasing
Unit 9	Lease Evaluation: The Lessee's Angle
Unit 10	Lease Evaluation: The Lessor's Angle
Unit 11	Lease Accounting and Reporting
Unit 12	Hire Purchase
Block 3: Fund Based Services	
Unit 13	Consumer Credit
Unit 14	Bill Discounting
Unit 15	Factoring and Forfaiting
Unit 16	Housing Finance in India
Unit 17	Mortgages and Mortgage Instruments
Unit 18	Real Estate Financing: Risk and Return
Unit 19	Securitization
Block 4: Other Financial Services	
Unit 20	Insurance
Unit 21	Plastic Money
Unit 22	Virtual Money
Unit 23	Venture Capital

International Finance

Course Structure

Block 1: Fundamentals of International Finance	
Unit 1	Introduction to International Finance
Unit 2	Theories of International Trade
Unit 3	International Trade Finance in India
Unit 4	Balance of Payments
Block 2: Foreign Exchange Transactions	
Unit 5	International Monetary System
Unit 6	The Foreign Exchange Market
Unit 7	Exchange Rate Determination
Unit 8	Exchange Rate Forecasting
Block 3: Exchange Risk Management	
Unit 9	Introduction to Exchange Risk
Unit 10	Management of Exchange Risk
Unit 11	International Project Appraisal
Block 4: International Financial Management	
Unit 12	International Financial Markets and Instruments
Unit 13	International Equity Investments
Unit 14	Short Term Financial Management
Unit 15	International Accounting and Taxation
Block 5: International Trade	
Unit 16	Trade Blocks
Unit 17	Foreign Trade Policy
Unit 18	Documentary Credits
Unit 19	Export Finance and Exchange Control Regulations Governing Exports
Unit 20	Import Finance and Exchange Control Regulations Relating to Import Finance

International Marketing

Course Structure

Block 1: Basic Perspective on International Marketing	
Unit 1	Basics of International Marketing
Unit 2	International Marketing Environment
Unit 3	International Consumer Behavior
Unit 4	International Marketing Opportunities in Emerging Markets
Block 2: International Marketing Strategy	
Unit 5	Entry Strategies in International Markets
Unit 6	Marketing Information System and Research
Unit 7	Segmentation, Targeting and Positioning
Unit 8	Planning Process
Block 3: International Marketing Mix	
Unit 9	Product Decisions
Unit 10	International Branding
Unit 11	International Marketing of Services
Unit 12	Pricing in International Marketing
Unit 13	Marketing Channel and Place Decisions
Unit 14	Promotional Decisions
Block 4: Other Issues in International Marketing	
Unit 15	Leading, Organizing and Controlling
Unit 16	Marketing in the Internet Environment
Unit 17	Ethics and Social Responsibility
Unit 18	Future Trends in International Marketing

Retail Management

Course Structure

Block 1: Introduction to Retailing	
Unit 1	Retailing: An Overview
Unit 2	Retail Institutions
Unit 3	Understanding the Retail Customer
Block 2: Retail Strategy	
Unit 4	Retail Market Strategy
Unit 5	Financial Strategy
Unit 6	Store Location and Site Evaluation
Unit 7	Retail Organization and Management
Block 3: Merchandise Management	
Unit 8	Merchandise Assortment Planning
Unit 9	Purchasing Systems
Unit 10	Merchandise Planning
Block 4: Managing the Retail Store	
Unit 11	Store Management
Unit 12	Store Layout, Design and Visual Merchandizing
Unit 13	Customer Service
Unit 14	Retail Selling
Unit 15	Information Systems and Logistics
Block 5: Retail Marketing	
Unit 16	Retail Marketing Mix
Unit 17	Retail Pricing
Unit 18	Retail Promotion Mix
Unit 19	Application of IT in Retailing
Unit 20	International Retailing
Unit 21	The Future of Retailing
Block 6: Contemporary Issues in Retailing	
Unit 22	Ethical and Legal Issues in Retailing
Unit 23	Careers in Retailing

Marketing Communications

Course Components

BLOCK I	Introduction to Marketing Communications
Unit 1	Basics of Marketing Communications
Unit 2	Marketing Communications Models
Unit 3	Consumer Buying Behavior
BLOCK II	Marketing Communications Strategy and Planning
Unit 4	Marketing Communications Planning Process
Unit 5	Marketing Communications Research
Unit 6	Advertising Objectives and Planning
Unit 7	Budgeting for Marketing Communications
BLOCK III	Marketing Communications Execution
Unit 8	Message and Creative Strategy
Unit 9	Media Planning and Strategy
Unit 10	Mass Media and Outdoor Advertising
Unit 11	Measurement and Evaluation of Marketing Communications
BLOCK IV	Marketing Communications Mix
Unit 12	Sales Promotion
Unit 13	Personal Selling
Unit 14	Public Relations, Sponsorship, Publicity and Corporate Advertising
Unit 15	Direct Marketing
Unit 16	Digital Marketing
BLOCK V	Dynamics of Marketing Communications
Unit 17	Branding and Marketing Communications
Unit 18	Internal Marketing Communications
Unit 19	International Marketing Communications
Unit 20	Ethics in Marketing Communications
Unit 21	Future Trends of Marketing Communications

Strategic Human Resource Management

Course Components

Block 1: Strategy and Human Resource Management	
Unit 1	Strategic Human Resource Management - An Overview
Unit 2	Importance of Aligning Human Resources to Strategy
Unit 3	Strategic Aspects in International Human Resource Management
Unit 4	Evidence based Human Resources and Human Resources Information System
Block 2: Strategic Human Resources Management - Implications for Organizations	
Unit 5	Redesigning Work Systems
Unit 6	Human Resource Forecasting
Unit 7	Strategic Acquisition of Human Resources
Unit 8	Strategic Implications of Training and Development
Unit 9	Performance Management and Evaluation
Unit 10	Compensation and Strategic Human Resources Management
Unit 11	Strategic Challenges for Leadership
Block 3: Strategic Maintenance of Human Resources	
Unit 12	Strategic Issues in Employee Safety, Health and Labor Relations
Unit 13	Career Management
Unit 14	Employee Separation and Downsizing
Block 4: Emerging Trends and Challenges for Human Resources	
Unit 15	Mergers and Acquisitions (M&A)
Unit 16	Outsourcing and Legal Implications
Unit 17	Ethical issues in Strategic Human Resources Management
Unit 18	Strategic Human Resources Challenges

Organization Development

Course Components

BLOCK I	Introduction to Organization Development
Unit 1	Nature and Definition of Organization Development
Unit 2	Historical Overview of Organization Development
Unit 3	Values, Assumptions and Beliefs of Organization Development
BLOCK II	Foundations and Process of Organization Development
Unit 4	Foundations of Organization Development
Unit 5	Managing Organization Development Process
Unit 6	Action Research and Organization Development
BLOCK III	Organization Development Interventions
Unit 7	An overview of Organization Development Interventions
Unit 8	Human Process Interventions
Unit 9	Comprehensive Interventions
BLOCK IV	Structural and Strategic Interventions
Unit 10	Techno-Structural Interventions
Unit 11	Strategic Interventions
Unit 12	Strategic Change Interventions
BLOCK V	Recent Trends in Organization Development
Unit 13	Role and Competence of Organization Development Practitioner
Unit 14	Power, Politics and Organization Development
Unit 15	New Dimensions of Organization Development
Unit 16	Future of Organization Development

Human Resource Planning and Audit

Course Structure

Block 1: Human Resource Planning	
Unit 1	Challenges and Paradigm Shifts in HR Department
Unit 2	Basics of Human Resource Planning
Unit 3	Arriving at Effective Human Resource Planning
Block 2: Strategic HR Planning	
Unit 4	Basics of Strategic Planning
Unit 5	Strategic Manpower Planning
Unit 6	Strategic Planning in HR Core Areas
Unit 7	Strategic Issues in Succession Planning
Unit 8	HR Planning Issues in Restructuring Organizations
Unit 9	Measuring Human Resource Effectiveness
Unit 10	HR Analytics in HR Planning
Block 3: Human Resource Auditing	
Unit 11	Introduction to HR Audit
Unit 12	Human Resource Audit: Competencies, Strategies, Systems, and Structure
Unit 13	Audit of HR Functions
Block 4: Effective Auditing and Audit Report Writing	
Unit 14	Conducting Effective HR Audit
Unit 15	Writing an HR Audit Report

Big Data and Analytics

Course Structure

Block 1: Introduction and Application of Big Data	
Unit 1	What is Big Data?
Unit 2	Why Big Data is Important
Unit 3	Big Data in Marketing and Advertising
Unit 4	Big Data in Healthcare
Block 2: Big Data Technology & Analytics	
Unit 5	Big Data Technologies-I
Unit 6	Big Data Technologies-II
Unit 7	Information Management
Unit 8	Business Analytics-I
Unit 9	Business Analytics-II
Block 3: Managing Talent	
Unit 10	Talent Management-I
Unit 11	Talent Management-II
Unit 12	Data Privacy and Ethics

Supply Chain Management

Course Structure

Block 1: Principles of Supply Chain Management	
Unit 1	Supply Chain Management-An Overview
Block 2: Supply Chain Planning & Design	
Unit 2	Supply Chain Integration
Unit 3	Demand Forecasting in a Supply Chain
Unit 4	Managing Demand and Supply in a Supply Chain
Unit 5	Facility Network Design
Block 3: Supply Chain Processes	
Unit 6	Purchasing and Supply Chain Management
Unit 7	Manufacturing in a Supply Chain Context
Unit 8	Inventory Management
Unit 9	Managing Transportation in a Supply Chain
Unit 10	Warehousing in a Supply Chain
Unit 11	Returns Management and Supply Chain
Unit 12	Customer Service in a Supply Chain
Unit 13	Order Fulfilment and Supply Chain
Block 4: Supply Chain Coordination	
Unit 14	Cooperation and Coordination in a Supply Chain
Unit 15	Role of Outsourcing in a Supply Chain
Unit 16	Measuring Supply Chain Performance
Block 5: Contemporary Issues in Supply Chain Management	
Unit 17	Information technology in Supply Chain
Unit 18	E-Business and the Supply Chain
Unit 19	Financial Flow in Supply Chain
Unit 20	Emerging trends in Supply Chain Management

Sample SLM (Only Content Pages)

– BBA Program

Introduction to Management I

Block	Unit No.	Unit Title
I		Introduction To Management
	1.	Management: An Overview
	2.	Evolution of Management Thought
	3.	Social and Ethical Responsibilities of Management
II		Planning
	4.	Fundamentals of Planning
	5.	Objectives
	6.	Strategies, Policies and Planning Premises
	7.	Managerial Decision-making
III		Organizing
	8.	Fundamentals of Organizing
	9.	Strategic Organization design
	10	Strategic organization structure

Marketing Management - I

Block	Unit No.	Unit Title
I		Basics of Marketing Management
	1.	Marketing: The Development of a Concept
	2.	Delivering Values, Satisfaction and Retention
	3.	Marketing Environment
	4.	Marketing Budgets and Costs
II		Analyzing Marketing Opportunities
	5.	Understanding Consumer Behavior
	6.	Organizational Markets and Organizational Buying Behavior
	7.	Marketing Research, MkIS and Demand Forecasting
	8.	Market Segmentation and Market Targeting
III		Developing Marketing Strategies
	9.	Strategic Planning Process in Marketing
	10.	Marketing and Competitive Strategies
	11.	Product and Product Lines
	12.	Product Differentiation and Positioning

Introduction to Information Technology

Block	Unit No.	Unit Title
I		Introduction to Information Technology and Systems Concepts
	1.	Foundations of Computer Systems
	2.	Operating Systems
II		Networking
	3.	Telecommunication Networks
	4.	Computer Networks
III		Applications of Information Technology for Individual & Group Productivity
	5.	Foundations of Information Systems
	6.	Personal Productivity Software
	7.	Group Support Facilities and Systems

Introduction to Economics - I

Block	Unit No.	Unit Title
I		Fundamentals of Economics
	1.	Introduction
	2.	Demand and Supply Analysis
II		Production and Risk Theory
	3.	Costs of Production
	4.	Choice and Uncertainty
III		Theory of the firm
	5.	Market Structure
	6.	Pricing and Output Determination
	7.	Theory of distribution

Financial Accounting - I

Block	Unit No.	Unit Title
I		Fundamentals of Accounting
	1.	Introduction to Accounting
	2.	Theoretical Base of Accounting
	3.	Accounting Mechanics
	4.	Bank Reconciliation Statement
II		Bills of Exchange, Depreciation and Consignment Accounting
	5.	Bills of Exchange
	6.	Depreciation, Provisions and Reserves
	7.	Accounting for Consignment

Business Communication

Block	Unit No.	Unit Title
I		Introduction to Business Communication
	1.	Fundamentals of communication
	2.	Group communication
II		Basics of communication
	3.	Listening
	4.	Non-verbal Communication
	5.	Interpersonal Skills
	6.	Stress Management

Business Statistics

Block	Unit No.	Unit Title
I		Basics of Mathematics
	1.	Number System and Polynomials
	2.	Simultaneous Equations
	3.	Theory of Indices
	4.	Progressions
	5.	Permutations and combinations
	6.	Logarithms
II		Statistical Data Presentation
	7.	Introduction to statistics
	8.	Classification and Tabulation of data
	9.	Diagrammatic and graphic presentation
III		Developing Marketing Strategies
	10.	Measures of central tendency
	11.	Measures of dispersion
	12.	Skewness
IV		Correlation & Regression
	13.	Correlation
	14.	Regression Analysis
V		Index Number & Time Series Analysis
	15.	Index Number
	16.	Time Series Analysis
VI		Probability & Linear Programming
	17.	Probability
	18.	Theoretical Distribution
	19.	Linear Programming

Business Strategy

Block	Unit No.	Unit Title
I		Concepts in Business Strategy
	1.	Introduction to Strategic Management
	2.	Strategic Management Process
II		Business environment Company
	3.	Mission and Vision Analysis of
	4.	Business Environment Analysis of
	5.	Internal Environment
	6.	Organizational Culture
	7.	Mergers, Acquisitions and Joint Ventures
	8.	Analysis of Choice
III		Strategy Formulation
	9.	Long-term Objective and Strategy Formulation
	10.	Strategy Implementation and Monitoring
	11.	Business Strategy: The Road Ahead

Introduction to Psychology

Block	Unit No.	Unit Title
I		Overview of Psychology
	1.	Introduction
	2.	Research Methods
	3.	Biological Bases of Behavior
II		Mental attentiveness aspects
	4.	Sensation and Sensory Processes
	5.	Perception
	6.	States of Consciousness
	7.	Learning
	8.	Memory
	9.	Intelligence
III		Personal and Social Factors
	10.	Motivation and Emotion
	11.	Personality
	12.	Social Psychology

Marketing Management - II

Block	Unit No.	Unit Title
I		Making Marketing Decisions
	1.	New Product Development
	2.	Branding and Packaging
	3.	Pricing and Marketing
	4.	Channels of Marketing
	5.	Logistics and Wholesaling
	6.	Retailing
II		Management and Delivery of Marketing Programs
	7.	Communication Mix in Marketing
	8.	Advertising, Sales Promotion and Public Relations
	9.	Personal Selling and Sales Force Management
	10.	Developing and Managing Marketing Department and Organization
	11.	Global Marketing Strategies
	12.	Direct and Online Marketing
	13.	Marketing of Services
III		Marketing and Beyond
	14.	Marketing of Organizations, Individuals, Places and' Ideas
	15.	Marketing Management

Introduction to Entrepreneurship and Family Business Management

Block	Unit No.	Unit Title
I		Fundamentals of Entrepreneurship
	1.	Introduction
	2.	Evolution, Theories and Types of Entrepreneur
II		Development of Entrepreneurship
	3.	The Entrepreneurial Perspective
	4.	Creating and Starting the Venture
	5.	Project Management
III		The Entrepreneurial process
	6.	Legal Issues for the Entrepreneur
	7.	Setting up a New Venture
	8.	Entrepreneurial Finance
	9.	Industrial Sickness
	10.	Innovation in Entrepreneurship

Introduction to Economics - II

Block	Unit No.	Unit Title
I		Basics of Macro Economics
	1.	Economic System
	2.	Introduction to National Income Accounting
II		Industrial and Monetary System of Economy
	3.	Industrial Environment
	4.	Money and Banking
	5.	Financial System
	6.	External Economic Environment

Financial Accounting - II

Block	Unit No.	Unit Title
I		Final Accounts I
	1.	Trial Balance and Rectification of Errors
	2.	Final Accounts
	3.	Partnership Accounts I
	4.	Partnership Accounts II
II		Final Accounts II
	5.	Formation of a Company and Accounting Aspects of Shares
	6.	Final Accounts of Companies
	7.	Financial Statement Analysis and Ratio Analysis

Business Report Writing

Block	Unit No.	Unit Title
I		Introduction to written communication
	1.	Principles of Business Writing
	2.	Structure and layout of letters
II		Letter and Memos
	3.	Writing about the Unpleasant
	4.	Writing to Persuade
	5.	Communication for Employment – Resume
	6.	Communication for Employment – Application Letter
	7.	Writing Effective Memos
III		Reports and Proposals
	8.	The Framework of a Report
	9.	Writing a Report
	10.	Managing Data and Using Graphics

Project Management

Block	Unit No.	Unit Title
I		Project Management – An Overview
	1.	Introduction to Project Management
	2.	Project Idea Generation and Screening
	3.	Market and Technical Analysis of Projects
	4.	Financial Analysis of Projects
II	5.	Project Selection
		Project Planning and Control
	6.	Management of Project Scope
	7.	Identifying Project Activities
	8.	Activities: Sequencing, Estimating Duration, and Scheduling
III	9.	Project Review
	10.	Project Control
		Project Implementation and Closing
	11.	Project Cost Management
	12.	Project Risk Management
	13.	Project Quality Management
	14.	Project Auditing
15.	Project Closing	

International Business Management

Block	Unit No.	Unit Title
I		An Overview of International Business
	1.	International Business and Globalization
	2.	International Trade Theories and Application
	3.	Balance of Payments
II		International Trade Environment, Markets and Institutions
	4.	International Cultural, Political and Legal Environment
	5.	International Economic Integration and Institutions
III		International Business Strategy
	6.	The Strategy of International Business
	7.	Entry Strategies and Strategic Alliances
IV		Functional Areas in International Business
	8.	International Human Resource Management
	9.	International Marketing
	10.	Financial Management in International Business

Financial Management - I

Block	Unit No.	UnitTitle
I		Basics of Financial Management
	1.	Introduction to Financial Management
	2.	Time Value of Money
	3.	Indian Financial System
II		Corporate Structure Analysis
	4.	Leverage
	5.	Cost of Capital and Capital Structure Theories
	6.	Capital Expenditure Decisions
III		Working Capital Management
	7.	Working Capital Management
	8.	Cash Management

Organizational Behavior

Block	Unit No.	UnitTitle
I		Fundamentals of Organizational Behavior
	1.	Understanding Organizational Behavior
	2.	Foundations of Human Relations and Organizational Behavior
	3.	Understanding People and Organizations
	4.	Managing Communication
II		Individual Behavior in Organizations
	5.	Personality and Attitudes
	6.	Motivation
	7.	Learning
	8.	Leadership
III		Managing Behavior in Organizations
	9.	Empowerment and Participation
	10.	Understanding Work Teams
	11.	Power and Politics
	12.	Fundamentals of Organizational Development

Mercantile Law

Block	Unit No.	Unit Title
I		The Indian Contract Act, 1872
	1.	Nature of Contracts
	2.	Offer and Acceptance
	3.	Consideration
	4.	Capacity to Contract
	5.	Genuine and Free Consent
	6.	Legality of Object
	7.	Void Agreements
	8.	Performance of Contract
	9.	Discharge of Contract
	10.	Remedies for Breach of Contract
	11.	Quasi Contract
	12.	Special Contracts
	13.	The Sale of Goods Act, 1930
	14.	The Negotiable Instruments Act, 1881
II		Tax Laws
	15.	Insolvency and Bankruptcy Code, 2016
	16.	A Brief Note on Companies Act, 2013
	17.	Direct Taxes
	18.	Goods and Services Tax: An Overview
III		Industrial Law
	19.	Factories Act, 1948
	20.	The Workmen's Compensation Act, 1923
	21.	The Employees' State Insurance Act, 1948
	22.	Industrial Disputes Act 1947
	23.	The Trade Unions Act, 1926

Leadership and Change Management

Block	Unit No.	Unit Title
I		The Mystique of Leadership
	1.	Understanding Leadership
	2.	Leadership Styles
	3.	Leadership Skills and Tactics
II		Path to Leadership
	4.	Coaching Teams
	5.	Leadership Succession
III		Change Mastery
	6.	Understanding change
	7.	Implementing Change

Soft Skills

Block	Unit No.	Unit Title
I		Introduction to Soft Skills
	1.	Introduction to soft skills
	2.	Self Awareness
II		The verbal and the non-verbal communication
	3.	Listening Skills
	4.	Communication Skills- Verbal and non-verbal
III		Presentation skills
	5.	Effective Presentation skills
	6.	Team Building

Business Research Methods

Block	Unit No.	Unit Title
I		Overview of Business Research
	1.	Introduction to Business Research
	2.	Business Research Process
II		Research Design
	3.	Business Research Design and Implementation
	4.	Measurement Concepts in Business Research
	5.	Attitude Measurement
	6.	Sampling Design
	III	
7.		Secondary Data
8.		Survey Research
9.		Questionnaire Design
10.		Qualitative & Observation Methods
11.		Experimentation
IV		Data Analysis and Presentation
	12.	Data Preparation & Preliminary Analysis
	13.	Hypothesis Testing – Basic Concepts
	14.	Hypothesis Testing – Tests of Differences
	15.	Correlation Analysis & Regression Analysis
	16.	Multivariate Analysis
	17.	Business Research Reports

Human Values and Professional Ethics

Block	Unit No.	Unit Title
I		Introduction to Business Ethics
	1.	Business Ethics-An overview
	2.	Importance of Ethics in Business
	3.	The Ethical Organization and Corporate Code
II		Business Ethics
	4.	Ethics and Rule of Law
	5.	Business Ethics and Environment
III		Ethics and Human values
	6.	Corporate Social Responsibility-A historical Perspective
	7.	Role of Business in Society

Digital Marketing

Block	Unit No.	Unit Title
I		Introduction to Digital Marketing
	1.	What is Digital Marketing?:
	2.	Aligning with your Business Strategy
	3.	Barriers and Considerations
	4.	Planning
II		Digital Marketing Process
	5.	Search Engine Optimization
	6.	Paid Search
	7.	Display
	8.	Social Media
	9.	User Experience and Transformation
III		Digital Marketing in Action
	10.	CRM and Retention
	11.	True Personalization
	12.	Customer Service
	13.	Content Strategy
	14.	Analytics and Reporting
	15.	Presenting Your Strategy

Financial Management - II

Block	Unit No.	UnitTitle
I		Capital Management Techniques
	1.	Leverage Analysis and Introduction to Risk and Return
	2.	Capital Budgeting – Principles and Techniques
	3.	Working Capital Management
II		Introduction of Financial Statements
	4.	Funds Flow Statement
	5.	Cash Flow Statement
III		Financial System - Indian Scenario
	6.	Indian Financial System

Human Resource Management

Block	Unit No.	Unit Title
I		Overview of Human Resource Management
	1.	Introduction to HRM Organizational
	2.	Structure and HRM International Human
	3.	Resource Management
II		Employment of Human Resources
	4.	Human Resource Planning
	5.	Job Analysis and Design
	6.	Recruitment
	7.	Selection
	8.	Socialization
III		Management and Development of Human Resources
	9.	Managing Careers
	10.	Performance Appraisal
	11.	Employee Training and Management Development
	12.	Compensation Management: Definition and Objectives of Job Evaluation
	13.	Occupational Safety and Health
IV		Employee Relations
	14.	Grievance Handling
	15.	Disciplinary Action
	16.	Trade Unions
	17.	Industrial Relations Collective Bargaining and Workers' Participation in Management
	18.	Quality of Work Life
	19.	Quality Circles

Management Accounting

Block	Unit No.	Unit Title
I		Management Accounting – Basic Concepts
	1.	Introduction to Management Accounting
	2.	Basic Cost Terms and Concepts
	3.	Cost Allocation
II		C-V-P Analysis & Decision Making
	4.	Methods of Costing
	5.	Cost-Volume-Profit Analysis
	6.	Decisions Involving Alternative Choices
III		Costing & Budgeting
	7.	Cost Analysis and Pricing Decisions
	8.	Budgeting and Budgetary Control
	9.	Standard Costing and Variance Analysis
	10.	Strategic Cost Management
III		Performance Appraisal & Control
	11.	Management Information and Reporting System
	12.	Divisional Performance Appraisal
	13.	Behavioural Aspects of Control
	14.	Cost Audit

Management Control Systems

Block	Unit No.	Unit Title
I		Introduction to Management Control Systems
	1.	Fundamentals of Management Control
	2.	Design of Organization Structure and Control Systems
	3.	Strategic Performance Control
	4.	Business Ethics and Management Control
	5.	Implementation of Management Control Systems
II		Selected Techniques for Management Control
	6.	Budget as an Instrument of Control
	7.	Business Performance: Targets, Reporting, and Analysis
	8.	Auditing
	9.	Transfer Pricing
III		Management Control: Functional Perspectives
	10.	Financial Control of the Enterprise
	11.	Marketing Control

Operations Management

Block	Unit No.	Unit Title
I		Fundamentals of Operations Management
	1.	Operations Management – An Overview
	2.	Operations Strategy
II	3.	Design of Production Processes
		Basic Concepts in Operations Management
	4.	Facility Location and Layout
III	5.	Aggregate and Capacity Planning
	6.	Purchase Management and Inventory Control
		Planning in Operations
	7.	Job Design and Work Measurement
IV	8.	Enterprise Resource Planning
	9.	Supply Chain Management
	10.	Operation Scheduling
		Planning in Operations
	11.	Quality Management
	12.	Maintenance Management

Training & Development

Block	Unit No.	Unit Title
I		Training
	1.	Overview of Training
	2.	Trends in Training
	3.	Career Opportunities in Training
	4.	Important Concepts and Meanings
II		Aligning Training with Strategy
	5.	Strategic Planning
	6.	Strategic Training
III		Learning, Motivation, and Performance
	7.	Learning
	8.	Aligning Training Design with Learning Process
	9.	Training that Motivates to Learn: Applications in Management Learning

Retail Management

Block	Unit No.	Unit Title
I		Fundamentals of Retail Management
	1.	Management of Principles and Practices
	2.	Managing Service Operations
II		Concepts in Retail Management
	3.	Principles of Retail Management
	4.	Consumer Behavior in Retail
	5.	Merchandising and Profitability
III		Retail Management and Emerging Trends
	6.	International Retailing
	7.	Supply Chain Management
	8.	IT for Retail

Bank Products & Services

Block	Unit No.	Unit Title
I		Introduction to the Concept
	1.	Marketing Financial Products – An Introduction
	2.	Customer Focus in Marketing Financial Products
	3.	Product Management and Customer Relationship Management
II		Marketing to Individual Customers
	4.	Retail Banking
	5.	Credit Cards
	6.	Non -Life Insurance
	7.	Life Insurance
III		Other Products and Services
	8.	Small Savings and Retirement Planning
	9.	Mutual Funds
	10.	Fee-Based Services
	11.	Corporate Banking

Affidavit

Section 3 of UGC Act 1956), Donthanapalli, Shankarpalli Road, Hyderabad-501203, do hereby solemnly affirm and declare as under:

1. That the Higher Educational Institution namely The ICFAI Foundation for Higher Education (Deemed-to-be University under Section 3 of UGC Act 1956), Donthanapalli, Shankarpalli Road, Hyderabad-501203 wishes to apply for the recognition of Open and Distance Learning programmes to be offered under University Grants Commission (Open and Distance Learning Programmes and Online Programmes) Regulations, 2020 from the academic section 2020-21.
2. That the deponents have fully understood the clauses, terms and conditions as stipulated under University Grants Commission (Open and Distance Learning Programmes and Online Programmes) Regulations, 2020.
3. That the Higher Educational Institution is eligible in all respect to apply for offering programmes through Open and Distance Learning (ODL) and Online Learning mode as per University Grants Commission (Open and Distance Learning Programmes and Online Programmes) Regulations, 2020.
4. That the Higher Educational Institution after getting programme wise recognition shall scrupulously abide by all the terms and conditions as stipulated under University Grants Commission (Open and Distance Learning Programmes and Online Programmes) Regulations, 2020 along with compliance to all the provisions regarding;
 - a) Centre for Internal Quality Assurance (CIQA): Annexure-I
 - b) Conduct of Examination and Minimum Standards for Examination Centres: Annexure-II
 - c) Territorial Jurisdiction and Regulating Provisions for different types Of Higher Educational Institutions: Annexure-III



J. Malleswari
VICE CHANCELLOR
THE ICFAI FOUNDATION FOR HIGHER EDUCATION
(Deemed-to-be-University under Section 3 of the UGC Act, 1956)
Hyderabad

[Signature] Director
Centre for Distance and Online Education
The ICFAI Foundation For Higher Education
(Deemed-to-be-University under Section 3 of the UGC Act 1956)
Hyderabad.



- d) Human Resource and Infrastructural Requirements: Annexure-IV
 - e) Guidelines on Programme Project Report (PPR) : Annexure-V
 - f) Quality Assurance Guidelines of Learning Material in Multiple Media and Curriculum and Pedagogy: Annexure-VI
 - g) Guidelines on Self-Learning Material and E-Learning Material: Annexure-VII
 - h) Learner Support Centres :Annexure-VIII
 - i) Assessment Criteria for offering Online Programmes through Non-Swayam Learning Platform: Annexure IX
 - j) Grievance Redress Mechanism: Annexure X
5. That the Higher Educational Institution shall adhere to various directives issued by the Commission from time to time.
 6. That the Higher Educational Institution shall not offer prohibited programmes i.e. programmes not permitted to be offered in Open and Distance Learning Mode and Online mode in Higher Education as mentioned in clause (z) of regulation 2 of University Grants Commission (Open and Distance Learning Programmes and Online Programmes) Regulations, 2020.
 7. That the Higher Education Institution shall ensure compliance to other relevant UGC Regulations and norms issued by the relevant statutory/regulatory bodies from time to time.
 8. That, for the programmes falling under the ambit of a statutory or regulatory authority or regulatory council, the Higher Educational Institution has the approval or recommendations of the respective statutory or regulatory authority or regulatory council for offering the programmes in Open and Distance Learning mode or Online mode, as applicable; and has also submitted the same to UGC along with the application.
 9. That the Higher Educational Institution shall ensure to provide all such information asked by UGC and display the same information



VICE CHANCELLOR
THE ICFAI FOUNDATION FOR HIGHER EDUCATION
 (Deemed-to-be-University under Section 3 of the UGC Act, 1956)
 Hyderabad

Director
 Centre for Distance and Online Education
The ICFAI Foundation For Higher Education
 (Deemed-to-be-University under Section 3 of the UGC Act 1956)
 Hyderabad



as per mandatory disclosure of information as stipulated under regulation 9 of the University Grants Commission (Open and Distance Learning Programmes and Online Programmes) Regulations, 2020.

10. That the Higher Educational Institution shall not offer any Open and Distance Learning (ODL) Programmes and Online Programmes and admit students thereto unless it has been granted recognition by the Commission and admission shall not be made in anticipation of the recognition.
11. That the Higher Educational Institution undertakes to upload admission details on the portal within the stipulated time as decided by the Commission from time to time.
12. That the Higher Educational Institution shall ensure the readiness/availability of E- Learning Material for all years/semesters of proposed online programmes and its uploading on the learning platform before the start of academic session and information about the same shall be intimated to UGC in timely manner as per Annexure-VII of University Grants Commission (Open and Distance Learning Programmes and Online Programmes) Regulations, 2020.
13. That all the information given by the Higher Education Institution in the proposal submitted to UGC is complete, true and correct and the deponents are fully aware of the consequences mentioned in relevant clauses, if the Higher Education Institution fails to abide by University Grants Commission (Open and Distance Learning Programmes and Online Programmes) Regulations, 2020.
14. That the deponents are fully aware that in case any information, documentary evidence submitted/produced by the Higher Educational Institution is found to be false or fake at a later stage or in case of any violation, UGC shall take punitive

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J. Malleshwari
VICE-CHANCELLOR

THE ICAI FOUNDATION FOR HIGHER EDUCATION
(Deemed-to-be-University under Section 3 of the UGC Act, 1956)
Hyderabad

Director
Centre for Distance and Online Education
The ICAI Foundation For Higher Education
(Deemed-to-be-University under Section 3 of the UGC Act 1956)
Hyderabad.



measures as mentioned in Regulation 7 of University Grants Commission (Open and Distance Learning Programmes and Online Programmes) Regulations, 2020 which includes withdrawal of the recognition of Open and Distance Learning (ODL) Programmes and Online Programmes and may also refer the matter to the Central or State Government as applicable for withdrawal of Higher Educational Institution status. It is the sole responsibility of the Higher Educational Institution for the career consequences of students, if any, arising out of the same



J. Malleswari

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Hyderabad

[Signature]



Director
Centre for Distance and Online Education
The ICFAI Foundation For Higher Education
(Deemed-to-be-University under Section 3 of the UGC Act 1956)
Hyderabad

Verification:

We, the above-named deponents, do hereby verify on 14/10/2020 at Hyderabad that the contents mentioned above are correct and true statements.



J. Malleswari

VICE CHANCELLOR
THE ICFAI FOUNDATION FOR HIGHER EDUCATION
(Deemed-to-be-University under Section 3 of the UGC Act, 1956)
Hyderabad

[Signature]

Director
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ATTESTED

J. Chiranjeevi Babu
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14 OCT 2020