

**GANDHI INSTITUTE OF TECHNOLOGY AND MANAGEMENT (GITAM)**  
(Deemed to be University)

VISAKHAPATNAM \* HYDERABAD \* BENGALURU

Accredited by NAAC with A++ Grade

**GITAM School of Business**



**CURRICULUM AND SYLLABUS**

**4 Year Undergraduate Programme**  
**UMGMT04: Bachelor of Business Administration**  
**(Business Analytics)**

w.e.f. 2024-25 admitted batch  
(Updated on April 2025)

# **Academic Regulations**

**Applicable for the Undergraduate Programmes in the  
Schools of Business (except B.Com.), Humanities & Social Sciences  
and Science (except B.Sc.(CSCS), B.Optomerty, B.C.A)**

**<https://www.gitam.edu/academics/academic-regulations>**

# **GANDHI INSTITUTE OF TECHNOLOGY AND MANAGEMENT**

## **Vision**

GITAM will be an exceptional knowledge-driven institution advancing on a culture of honesty and compassion to make a difference to the world.

## **Mission**

- Build a dynamic application-oriented education ecosystem immersed in holistic development.
- Nurture valuable futures with global perspectives for our students by helping them find their ikigai.
- Drive impactful integrated research programmes to generate new knowledge, guided by integrity, collaboration, and entrepreneurial spirit.
- Permeate a culture of kindness within GITAM, fostering passionate contributors.

## **Quality Policy**

To achieve global standards and excellence in teaching, research, and consultancy by creating an environment in which the faculty and students share a passion for creating, sharing and applying knowledge to continuously improve the quality of education.

## **GITAM School of Business**

### **Vision**

To be a world class business school through transformative education, research, innovation, and entrepreneurship.

### **Mission**

1. To achieve excellence in academic program design and academic delivery.
2. To pursue research that adds value to scholarship and improves business practice.
3. To undertake entrepreneurial and social initiatives to address social, economic, and environmental challenges to create societal impact and sustainability.
4. Build professional competencies needed to succeed in business, management and administration.

### Programme Educational Objectives (PEOs)

- PEO 1:** The BBA program aims at developing a student's intellectual ability, executive personality, and management skills through an appropriate blending of business and general education.
- PEO 2:** The program assists the student in understanding and developing the unique leadership qualities required for successfully managing business functions in an organizational unit or an enterprise.
- PEO 3:** The program also seeks to prepare students for higher education in business at home and abroad.
- PEO 4:** The program enables the students to perform various functional management responsibilities like marketing, human resources, and finance.
- PEO 5:** The program assists the students to become future ready entrepreneurs.
- PEO 6:** To build research capabilities among the students. Or The program enriches the students with quality knowledge and skills in research.

### PEO Articulation

	PEO1	PEO2	PEO3	PEO4	PEO5	PEO6
M1	3	2	3	2	2	2
M2	1	3	2	3	1	3
M3	1	2	1	1	1	2
M4	2	3	1	2	3	2

*3 - High Correlation, 2 - Medium Correlation, 1 - Low Correlation*

## UMGMT04: Bachelor of Business Administration

### Programme Outcomes (POs) and Programme Specific Outcomes (PSOs)

At the end of the Programme the students would be able to demonstrate:

- PO1:** Complex problem-solving:
- To solve different kinds of problems in familiar and non-familiar contexts and apply the learning to real-life situations.
- PO2:** Critical thinking:
- Apply analytic thought to a body of knowledge, including the analysis and evaluation of policies, and practices, as well as evidence, arguments, claims, beliefs, and the reliability and relevance of evidence.
  - Identify relevant assumptions or implications and formulate coherent arguments.
  - Identify logical flaws and holes in the arguments of others.
  - Analyze and synthesize data from a variety of sources and draw valid conclusions and support them with evidence and examples.
- PO3:** Creativity:
- Create, perform, or think in different and diverse ways about the same objects or scenarios.
  - Deal with problems and situations that do not have simple solutions.
  - Innovate and perform tasks in a better manner.
  - View a problem or a situation from multiple perspectives.
  - Think 'out of the box' and generate solutions to complex problems in unfamiliar contexts.
  - Adopt innovative, imaginative, lateral thinking, interpersonal skills and emotional intelligence.
- PO4:** Communication Skills:
- Listen carefully, read texts and research papers analytically and present complex information in a clear and concise manner to different groups / audiences.
  - Express thoughts and ideas effectively in writing and orally and communicate with others using appropriate media.
  - Confidently share views and express herself / himself.
  - Construct logical arguments using correct technical language related to a field of learning, work/vocation, or an area of professional practice, and convey ideas, thoughts, and arguments using language that is respectful and sensitive to gender and other minority groups.
- PO5:** Analytical reasoning/thinking:
- Evaluate the reliability and relevance of evidence.
  - Identify logical flaws in the arguments of others.
  - Analyze and synthesize data from a variety of sources-draw valid conclusions and support them with evidence and examples, and address opposing viewpoints.
- PO6:** Research-related skills:
- A keen sense of observation, inquiry, and capability for asking relevant/ appropriate questions.
  - The ability to problematize, synthesize, and articulate issues and design research proposals.
  - The ability to define problems, formulate appropriate and relevant research questions, formulate hypotheses, test hypotheses using quantitative and qualitative data, establish hypotheses, make inferences based on the analysis and interpretation of data, and predict cause-and-effect relationships.

- The capacity to develop appropriate methodology and tools for data collection.
- The appropriate use of statistical and other analytical tools and techniques.
- The ability to plan, execute and report the results of an experiment or investigation, the ability to acquire the understanding of basic research ethics and skills in practicing/doing ethics in the field/ in personal research work, regardless of the funding authority or field of study.

**PO7:** Coordinating/collaborating with others:

- Work effectively and respectfully with diverse teams.
- Facilitate cooperative or coordinated effort on the part of a group.
- Act together as a group or a team in the interests of a common cause and work efficiently as a member of a team.

**PO8:** Leadership readiness/qualities:

- Mapping out the tasks of a team or an organization and setting direction.
- Formulating an inspiring vision and building a team that can help achieve the vision, motivating and inspiring team members to engage with that vision.
- Using management skills to guide people to the right destination.

**PO9:** Learning how to learn skills:

- Acquire new knowledge and skills, including 'learning how to learn skills, that are necessary for pursuing learning activities throughout life, through self-paced and self-directed learning aimed at personal development, meeting economic, social, and cultural objectives, and adapting to changing trades and demands of the workplace, including adapting to the changes in work processes in the context of the fourth industrial revolution, through knowledge / skill development / re-skilling.
- Work independently; identify appropriate resources required for further learning.
- Acquire organizational skills and time management to set self-defined goals and targets with timelines.
- Inculcate a healthy attitude to be a lifelong learner.

**PO10:** Digital and technological skills:

- Use ICT in a variety of learning and work situations.
- Access, evaluate, and use a variety of relevant information sources, and use appropriate software for analysis of data.

**PO11:** Multicultural competence and inclusive spirit:

- The acquisition of knowledge of the values and beliefs of multiple cultures and a global perspective to honour diversity.
- Capability to effectively engage in a multicultural group/society and interact respectfully with diverse groups.
- Capability to lead a diverse team to accomplish common group tasks and goals.
- Gender sensitivity and adopting a gender-neutral approach, as also empathy for the less advantaged and the differently-abled including those with learning disabilities.

**PO12:** Value inculcation:

- Embrace and practice constitutional, humanistic, ethical, and moral values in life, including universal human values of truth, righteous conduct, peace, love, non-violence, scientific temper, citizenship values.
- Practice responsible global citizenship required for responding to contemporary global challenges, enabling learners to become aware of and understand global issues and to become active promoters of more peaceful, tolerant, inclusive, secure, and sustainable societies.
- Formulate a position/argument about an ethical issue from multiple perspectives.
- Identify ethical issues related to work, and follow ethical practices, including avoiding unethical behavior such as fabrication, falsification or misrepresentation of data, or committing plagiarism, and adhering to intellectual property rights.
- Recognize environmental and sustainability issues and participate in actions to promote sustainable development.
- Adopt an objective, unbiased, and truthful actions in all aspects of work.

- Instill integrity and identify ethical issues related to work, and follow ethical practices.

**PO13:** Autonomy, responsibility, and accountability:

- Apply knowledge, understanding, and/or skills with an appropriate degree of independence relevant to the level of the qualification.
- Work independently, identify appropriate resources required for a project, and manage a project through to completion.
- Exercise responsibility and demonstrate accountability in applying knowledge and/or skills in work and/or learning contexts appropriate for the level of the qualification, including ensuring safety and security at workplaces.

**PO14:** Environmental awareness and action:

- Ability to apply the knowledge, skills, attitudes, and values required to take appropriate actions for.
- Mitigating the effects of environmental degradation, climate change, and pollution.
- Effective waste management, conservation of biological diversity, management of biological resources and biodiversity, forest and wildlife conservation, and sustainable development and living.

**PO15:** Community engagement and service:

- To participate in community-engaged services/ activities for promoting the wellbeing of society.

**PO16:** Empathy:

- To identify with or understand the perspective, experiences, or points of view of another individual or group, and to identify and understand other people's emotions.

**PSO1:** Understand the fundamental theories and practices of management.

**PSO2:** Identify and acquire managerial skills to analyze business problems.

**PSO3:** Interpret and apply managerial concepts with leadership skills to lead teams to achieve the objectives.

**PSO 4:** Evaluate the dynamic business environment and apply value-based entrepreneurial skills to overcome the challenges.



## **Curriculum Structure** *(Flexible Credit System)*

**Minimum Credit Requirements to Award Degree Under Each Category**

S.No.	Course Category and Category Code		Minimum Credit Requirement					
			3 Year Undergraduate		4 Year Undergraduate (Hons.)		4 Year Undergraduate (Hons.) with Research	
			Credits	(%)	Credits	(%)	Credits	(%)
1	Multidisciplinary Core Courses	MDC	12	9.83	12	7.41	12	7.41
2	Major Core	MC	36	29.51	52	32.10	52	32.10
3	Major Electives	ME	24	19.67	40	24.69	28	17.28
4	Minor	MI	24	19.67	32	19.75	32	19.75
5	Internship	INT	04	3.28	04	2.47	04	2.47
6	Ability Enhancement Courses – University Core	UC	10	8.20	10	6.17	10	6.17
7	Skill Enhancement Courses – University Core	UC	08	6.56	08	4.94	08	4.94
8	Value Added Courses – University Core	UC	04	3.28	04	2.47	04	2.47
9	Research Project / Dissertation	PROJ	--	00	--	00	12	7.41
<b>Total</b>			<b>122</b>	<b>100</b>	<b>162</b>	<b>100</b>	<b>162</b>	<b>100</b>

**Multi-disciplinary Core Courses (MDC): 12 credits**

Course Code	Level	Course Title	L	T	P	S	J	C
Basket - Business (Minimum 4 credits)								
HRMG1012	100	<a href="#">Principles of Management</a>	2	0	0	0	0	2
IENT1061	100	<a href="#">Introduction to Business Environment</a>	2	0	0	0	0	2
INFS1011	100	<a href="#">Technology and Business</a>	2	0	0	0	0	2
STGM1011	100	<a href="#">Introduction to Business Organization</a>	2	0	0	0	0	2
Basket - Humanities and Social Sciences (Minimum 4 Credits)								
SOCY1071	100	<a href="#">Introduction to the Humanities</a>	2	0	0	0	0	2
SOCY1081	100	<a href="#">Foundations of Social Sciences</a>	2	0	0	0	0	2
MSTU1081	100	<a href="#">Media and Communication</a> (Offered in Hyderabad Campus alone)	2	0	0	0	0	2
FPEA1221	100	<a href="#">Performing Arts in Indian Cinema</a>	2	0	0	0	0	2
LANG1261	100	<a href="#">The Art of Storytelling</a>	2	0	0	0	0	2
Basket - Science (Minimum 4 Credits)								
PHYS1371	100	<a href="#">Introduction to Astronomy and Astrophysics</a>	2	0	0	0	0	2
LFSC1001	100	<a href="#">Essentials of Life Processes</a>	2	0	0	0	0	2
LFSC1011	100	<a href="#">Fundamentals of Natural and Chemical Sciences</a>	2	0	0	0	0	2
MATH1371	100	<a href="#">Conceptual Mathematics</a>	2	0	0	0	0	2
CSCI1341	100	<a href="#">Fundamentals of Computer Science</a>	2	0	0	0	0	2
Total Credits			12					

**Major Core (MC)**

<b>Bachelor of Business Administration (Business Analytics) - Credits to be earned is 36</b>								
<b>Course Code</b>	<b>Level</b>	<b>Course Title</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>S</b>	<b>J</b>	<b>C</b>
IENT1032	100	<a href="#">Managerial Economics</a>	3	0	0	0	0	3
OPTS1032	100	<a href="#">Business Statistics</a>	3	0	0	0	0	3
FINA1091	100	<a href="#">Accounting for Managers</a>	3	0	0	0	0	3
INFS1001	100	<a href="#">Decision Making with Spreadsheets</a>	3	0	0	0	0	3
MKTG2011	200	<a href="#">Marketing Management</a>	3	0	0	0	0	3
ODHR2001	200	<a href="#">People Management</a>	3	0	0	0	0	3
FINA2002	200	<a href="#">Essentials of Financial Management</a>	3	0	0	0	0	3
INFS2001	200	<a href="#">Introduction to Business Analytics</a>	3	0	0	0	0	3
ENTP2001	200	Introduction to Design Thinking	3	0	0	0	0	3
OPTS3161	300	<a href="#">Operations and Supply Chain Management</a>	3	0	0	0	0	3
HRMG3051	300	<a href="#">Business Laws</a>	3	0	0	0	0	3
IENT3082	300	<a href="#">Business Strategy</a>	3	0	0	0	0	3
<b>Total Credits</b>								<b>36</b>
<b>Internship (INT)</b>								
<b>Course code</b>	<b>Level</b>	<b>Course Title</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>S</b>	<b>J</b>	<b>C</b>
MGMT3444	300	Internship	0	0	0	0	8	4

**Major Electives (ME)**

Bachelor of Business Administration (Business Analytics) –Credits to be earned : 24								
Course Code	Level	Course Title	L	T	P	S	J	C
BUAN2101	200	<a href="#">Data Analysis with Python</a>	3	0	0	0	0	3
BUAN3042	300	<a href="#">Big Data Analytics</a>	3	0	0	0	0	3
BUAN3061	300	<a href="#">Database Systems</a>	3	0	0	0	0	3
BUAN3081	300	<a href="#">Predictive Analytics</a>	3	0	0	0	0	3
INFS3001	300	AI and ML for Business Applications	3	0	0	0	0	3
INFS3011	300	Data Analysis with R	3	0	0	0	0	3
INFS3021	300	Prescriptive Analytics	3	0	0	0	0	3
INFS3031	300	Social Media Analytics	3	0	0	0	0	3
Total Credits			24					

**University Core (UC): 22 credits**

Course code	Level	Course Title	L	T	P	S	J	C
<b>Ability Enhancement Courses</b>								
LANG1042	100	<a href="#">Academic Writing</a>	2	0	0	0	0	2
LANG1201	100	<a href="#">Critical Thinking</a>	2	0	0	0	0	2
IENT1051	100	<a href="#">Fundamentals of Entrepreneurship</a>	2	0	0	0	0	2
LANG1241	100	<a href="#">Communicative English - I</a>	0	0	4	0	0	2
LANG1251	100	<a href="#">Communicative English - II</a>	0	0	4	0	0	2
<b>Skill Enhancement Courses</b>								
CSCI1302	100	<a href="#">Introduction to Programming</a>	0	0	4	0	0	2
CSCI1312	100	<a href="#">Introduction to Data Science</a>	0	0	4	0	0	2
CLAD1041	100	<a href="#">Art of Persuasive Communication</a>	0	0	2	0	0	1
CLAD1051	100	<a href="#">Competence in Communication</a>	0	0	2	0	0	1
CLAD1061	100	<a href="#">Life Skills</a>	0	0	2	0	0	1
CLADXXXX	100	Soft Skills - 4	0	0	2	0	0	1
<b>Value Added Courses</b>								
ENVS1003	100	<a href="#">Environmental Studies *</a>	3	0	0	0	0	3
POLS1051	100	<a href="#">The Indian Constitution *</a>	1	0	0	0	0	1
<b>Pass / Fail Courses (Mandatory)</b>								
FINA1081	100	<a href="#">Personal Financial Planning *</a>	1	0	0	0	0	1
PHPY1011	100	<a href="#">Gandhi and the Contemporary World * / UHV</a>	1	0	0	0	0	1
<b>Pass / Fail Courses (Any one course to be chosen)</b>								
DOSP1181	100	<a href="#">Yogasana</a>	0	0	0	2	0	1
MFST1002	100	<a href="#">Health and Wellbeing *</a>	0	0	2	0	0	1
DOSL1081	100	<a href="#">Student Life Activities (Participant)</a>	0	0	0	2	0	1
DOSL1091	100	<a href="#">Student Life Activities (Organizer)</a>	0	0	0	2	0	1
DOSL1101	100	<a href="#">Student Life Activities (Competitor)</a>	0	0	0	2	0	1
DOSL1111	100	<a href="#">Foundations of Student (Leadership)</a>	0	0	0	2	0	1
DOSL1042	100	<a href="#">Community Services – Volunteer</a>	0	0	2	0	0	1
DOSL1052	100	<a href="#">Community Services – Mobilizer</a>	0	0	2	0	0	1
DOSP1003	100	<a href="#">Badminton</a>	0	0	0	2	0	1
DOSP1033	100	<a href="#">Football</a>	0	0	0	2	0	1
DOSP1043	100	<a href="#">Volleyball</a>	0	0	0	2	0	1
DOSP1053	100	<a href="#">Kabaddi</a>	0	0	0	2	0	1
DOSP1073	100	<a href="#">Table Tennis</a>	0	0	0	2	0	1
DOSP1083	100	<a href="#">Handball</a>	0	0	0	2	0	1
DOSP1093	100	<a href="#">Basketball</a>	0	0	0	2	0	1
DOSP1113	100	<a href="#">Throw ball</a>	0	0	0	2	0	1
DOSP1142	100	<a href="#">Cricket</a>	0	0	0	2	0	1
DOSP1132	100	<a href="#">Functional Fitness</a>	0	0	0	2	0	1
DOSP1171	100	<a href="#">Martial Arts/Self Defence</a>	0	0	0	2	0	1

\* Massive Open Online Course (MOOC)

*Students pursuing 4<sup>th</sup> year of the Programme need to choose the courses from the respective basket of Honours or Honours with Research*

### Honours Courses

Minimum number of credits to be earned: 32.

<b>Major Core - Credits to be earned: 16.</b>								
<b>Course Code</b>	<b>Level</b>	<b>Course Title</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>S</b>	<b>J</b>	<b>C</b>
OPTS4031	400	<a href="#">Research Methodology</a>	4	0	0	0	0	4
STGM4001	400	Business Simulation	4	0	0	0	0	4
STGM4011	400	Business Ethics	4	0	0	0	0	4
STGM4021	400	Business Transformation	4	0	0	0	0	4
<b>Major Electives - Credits to be earned: 16.</b>								
BUAN4001	400	<a href="#">Emerging Technologies</a>	4	0	0	0	0	4
INFS4001	400	Business Analysis	4	0	0	0	0	4
INFS4011	400	Text Analytics	4	0	0	0	0	4
INFS4021	400	Cloud Computing for Business	4	0	0	0	0	4

### Honours with Research Courses

Minimum number of credits to be earned is 32 out of which 12 credits must be earned through Research Project / Dissertation

<b>Major Core - Credits to be earned: 16.</b>								
<b>Course Code</b>	<b>Level</b>	<b>Course Title</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>S</b>	<b>J</b>	<b>C</b>
OPTS4021	400	<a href="#">Research and Publication Ethics</a>	4	0	0	0	0	4
OPTS4031	400	<a href="#">Research Methodology</a>	4	0	0	0	0	4
STGM4001	400	Business Simulation	4	0	0	0	0	4
STGM4021	400	Business Transformation	4	0	0	0	0	4
<b>Major Electives - Credits to be earned: 4.</b>								
BUAN4001	400	<a href="#">Emerging Technologies</a>	4	0	0	0	0	4
<b>Research Project / Dissertation (PROJ)</b>								
RSPJ7888	400	Research Project	0	0	0	0	8	4
RSMT7999	400	Research Dissertation	0	0	0	0	16	8

## Minor Courses

One Minor is to be chosen from the following list of Minors.

The minimum number of credits to be earned up to 3 years of the programme is 24.

The minimum number of credits to be earned for the 4 year programme is 32.

## Minors List

S.No.	Minor	Offered by School	Credits Required	
			3-Year UG	4-Year UG
1	<a href="#">Business Analytics (Except for GSB)</a>	Business	24	32
2	<a href="#">Business Management (Except for GSB)</a>	Business	24	32
3	<a href="#">Financial Markets (Except for GSB)</a>	Business	24	32
4	<a href="#">Psychology</a>	Humanities	24	32
5	<a href="#">Economics</a>	Humanities	24	32
6	<a href="#">English</a>	Humanities	24	32
7	<a href="#">Bharatanatyam</a>	Humanities	24	32
8	<a href="#">Carnatic Vocal</a>	Humanities	24	32
9	<a href="#">Choreography and Screen Dance</a>	Humanities	24	32
10	<a href="#">Kuchipudi</a>	Humanities	24	32
11	<a href="#">Mohiniyattam</a>	Humanities	24	32
12	<a href="#">Mridangam</a>	Humanities	24	32
13	<a href="#">Theatre Arts</a>	Humanities	24	32
14	<a href="#">Visual Arts</a>	Humanities	24	32
15	<a href="#">History</a>	Humanities	24	32
16	<a href="#">Mass communication (Hyd)</a>	Humanities	24	32
17	<a href="#">Visual Communication (Hyd)</a>	Humanities	24	32
18	<a href="#">Sociology</a>	Humanities	24	32
19	<a href="#">Political Science</a>	Humanities	24	32
20	<a href="#">Public Policy (Hyd)</a>	Public Policy	24	32
21	<a href="#">Chemistry</a>	Science	24	32
22	<a href="#">Data Science</a>	Science	24	32
23	<a href="#">Biochemistry</a>	Science	24	32
24	<a href="#">Bioinformatics</a>	Science	24	32
25	<a href="#">Biotechnology</a>	Science	24	32
26	<a href="#">Environmental Management</a>	Science	24	32
27	<a href="#">Environmental Science</a>	Science	24	32
28	<a href="#">Microbiology</a>	Science	24	32
29	<a href="#">Food Science and Technology</a>	Science	24	32
30	<a href="#">Mathematics</a>	Science	24	32
31	<a href="#">Statistics</a>	Science	24	32
32	<a href="#">Atmospheric Physics</a>	Science	24	32
33	<a href="#">Climate Science</a>	Science	24	32
34	<a href="#">Electronics</a>	Science	24	32
35	<a href="#">Physics</a>	Science	24	32
36	<a href="#">Quantum Computing</a>	Science	24	32
37	<a href="#">Computer Science</a>	Technology	24	32
38	<a href="#">Data Analytics</a>	Technology	24	32
39	<a href="#">Machine Learning</a>	Technology	24	32



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