

B.B.A. (Insurance Management)
Course Structure under Baddi University
 (For the candidates to be admitted from the academic year 2011-12 onwards)

First Semester

S.No	Course No	Course Title	Lectures per week	Lab	Max. Marks	Credits assigned
1	UBI -101	Business Organisation	5	-	100	5
2	UBI -102	Business Communication	5	-	100	5
3	UBI -103	Introduction to Computers	5	-	100	5
4	UBI -104	Financial Accounting	5	-	100	5
5	UBI -105	Principles of Insurance (SP-1)	5	-	100	5
Total Hours per week=25 Total credits=25						

Second Semester

S.No	Course No	Course Title	Lectures per week	Lab/Seminar	Max. Marks	Credits assigned
1	UBI -106	Business Economics	5	-	100	5
2	UBI -107	Business Mathematics	5	-	100	5
3	UBI -108	Business Environment	5	-	100	5
4	UBI -109	Life Insurance (SP-2)	5	-	100	5
5	UBI -110	Health Insurance (SP-3)	5	-	100	5
Total Hours per week=25 Total credits=25						

Third Semester

S.No	Course No	Course Title	Lectures per week	Lab	Max. Marks	Credits assigned
1	UBI -201	Principles of Marketing	5	-	100	5
2	UBI -202	Basics of Human Resource Management	5	-	100	5
3	UBI -203	Basics of Financial Management	5	-	100	5
4	UBI -204	Business Ethics	5	-	100	5
5	UBI -205	Principles & Practices of Insurance (Marine & Misc) (SP-4)	5	-	100	5
Total Hours per week=25 Total credits=25						

Fourth Semester

S.No	Course No	Course Title	Lectures per week	Lab	Max. Marks	Credits assigned
1	UBI -206	Personality Development	5	-	100	5
2	UBI -207	Employment enhancing skills-I	5	-	100	5
3	UBI -208	Principles & Practices of Insurance (Fire & Engineering) (SP-5)	5	-	100	5
4	UBI -209	Motor Insurance (SP-6)	5	-	100	5
5	UBI -210	Report writing	4 weeks	-	100	5
Total Hours per week=20 Total credits=25						

Fifth Semester

S.No	Course No	Course Title	Lectures per week	Lab	Max. Marks	Credits assigned
1	UBI -301	Research Methodology	5	-	100	5
2	UBI -302	Business Laws	5	-	100	5
3	UBI -303	Employment enhancing skills-II	5	-	100	5
4	UBI -304	Marketing of Insurance (SP-7)	5	-	100	5
5	UBI -305	Legal Framework of Insurance (SP-8)	5	-	100	5
Total Hours per week=25 Total credits=25						

Sixth Semester

S.No	Course No	Course Title	Lectures per week	Lab	Max. Marks	Credits assigned
1	UBI -306	Management Information System	5	-	100	5
2	UBI -307	Employment enhancing skills-III	5	-	100	5
3	UBI -308	Underwriting & Claims (SP-9)	5	-	100	5
4	UBI -309	Customer Relationship Management (SP-10)	5	-	100	5
5	UBI -310	Industrial Training	4-6 weeks	-	100	5
Total Hours per week=20 Total credits=25						

Total Hours
Total Credits

= 140 Hours
= 150 Credits