

# PANJAB UNIVERSITY, CHANDIGARH



**Professor R. C. Sobti**  
Vice-Chancellor

*It gives me immense satisfaction that University Business School has carved out a niche for itself in Business and Management Education, in this age of aggressive competition, which has been there because of globalization.*

*I am happy to know that the department is bringing out a “Handbook of Information 2009” which will include all the information and the forms etc., which may be required by the students for the session 2009-10.*

*I welcome all those who intend to join this prestigious department for a course of their choice based on the information contained in this Handbook with an assurance to provide them with a comfortable stay and congenial environment for nurturing their academic pursuits.*

*My best wishes for the success of all prospective students.*

**(R. C. Sobti)**

Vice-Chancellor

September 25, 2008.

Telephones: 0091-172-2541945(Office), 2541428, 2541523(Res) FAX: 0091-172-2541022  
E-mail: vc@pu.ac.in, rcsobti@pu.ac.in Website: www.pu.ac.in

# UNIVERSITY BUSINESS SCHOOL



**Professor Dinesh K. Gupta**  
Chairman

*University Business School (UBS) welcomes those evolved manager-designates who understand and value our quality management education. Over a period of more than four decades, this School has been known for its input of dedicated, motivated and competent management personnel to industry and business. Always evolving in the dynamic process of providing education as per the ever-changing demands of the world of business, maintaining quality infrastructure, highly proficient and dedicated faculty, the School moulds the personality of an aspiring young manager by offering opportunities for balanced, all round development. The teaching-learning-mentoring processes practiced here empower every learner with the tools to navigate any enterprise in the contemporary complex and dynamic environment.*

*Welcome to the UBS family and the initiation of a successful career in management!*

**(Dinesh K. Gupta)**

Chairman

September 28, 2008

# INFORMATION FOR ADMISSION

to

**MBA, MBA (IB), MBA (HR), MBA (Biotech)**

at

University Business School, Panjab University, Chandigarh

and

**MBA**

at

University Business School, Panjab University Regional Centre, Ludhiana

## IMPORTANT DATES

Sale of Application Forms  
at State Bank of India  
(Extension Counter),  
Panjab University, Chandigarh.

**October 15, 2008 (Wednesday) to November 15, 2008 (Saturday)**  
Rs. 1000/- (Rs. 500/- for SC/ST Candidates)

Sale of Application Forms by POST  
(Request to be addressed to Manager,  
Publication Bureau, Panjab University,  
Chandigarh 160014.)

**October 15, 2008 (Wednesday) to October 31, 2008 (Friday)**  
Rs. 1075/- (Rs. 575/- for SC/ST Candidates)

**DATE OF CAT EXAMINATION**  
(To be conducted by IIMs):

**November 16, 2008 (Sunday) (10.00 A.M.-1.00 P.M.)**

**LAST DATE FOR  
SUBMISSION OF FORMS**  
at UBS, Panjab University, Chandigarh.

**November 15, 2008 (Saturday) by 5.00 P.M.**

### **PLEASE NOTE:**

Application Forms can also be downloaded from <http://ubs.puchd.ac.in> and submitted alongwith a Demand Draft for Rs. 1000/- (Rs. 500/- for SC/ST Candidates) in favour of the Registrar, Panjab University, Chandigarh, payable at Chandigarh.

## **MBA, MBA (IB), MBA (HR), MBA (Biotech) at UBS, PU, CHANDIGARH & MBA at UBS, PURC, LUDHIANA**

### **ADMISSION PROCESS**

1. Admission for these courses will be made on the basis of merit determined by scores of the candidates in Common Admission Test (CAT) conducted by IIMs, followed by Group Discussion and Personal Interview (GD & PI).
2. The candidates will be called for Group Discussion and Personal Interview on the basis of their score in the CAT subject to the condition that they secure a minimum 10% score (5% in case of SC/ST candidates) in each component of CAT viz., quantitative, logic & data interpretation, and verbal, and/or any other component which may be added later at any stage to the CAT. Whether in the General Category or in any of the reserved categories, no candidate who has secured less than the said minimum score in CAT shall be eligible to be called for Group Discussion and Personal Interview.
3. (a) The number of candidates to be called for Group Discussion and Personal Interview will be equal to eight times the total number of seats of all these courses in each category.

**Attendance in Group Discussion and Personal Interview is a must. If any candidate does not attend any one of the components, GD or PI, his/her candidature shall stand cancelled.**

- (b) **Explanation:** While working out the percentage of seats in the reserved categories as given on page 11, if the number arrived at contains a fraction, the same shall be resolved as follows :-

If the fraction is 0.5 or more, it shall be rounded off to 1; if it is less than 0.5, it shall be ignored. This shall, however, not effect the total number of seats in the General Category. To ensure this, if the total number of seats after making this adjustment, exceeds the prescribed number fixed for the course, the necessary additional seats shall be created with the prior permission of the D.U.I./Vice-Chancellor. Such seats, if created, shall be treated as additional only for the year in question.

The additional seats, if required to be created, shall be created only for the reserved category and not for the general category.

4. Final Merit List of all the candidates called and appeared for GD & PI will be prepared category-wise on the basis of their combined aggregate score in the CAT, Group Discussion and Personal Interview.

#### **In case of a tie, the following rules would apply:**

- (i) A candidate getting higher percentage in the qualifying examination shall rank higher in order of merit.
- (ii) That if the marks in the qualifying examination are also the same then the candidate obtaining more marks in the immediate lower examination shall rank higher in order of merit.
- (iii) That if two or more candidates secure equal marks in (i) & (ii) above, the candidate senior in age shall rank higher in order of merit.

#### **Admissions shall be made strictly on the basis of merit.**

5. The weightage for CAT, Group Discussion and Personal Interview for preparing the final Merit List for admission will be as follows :

WRITTEN TEST (CAT)	85% (OF CAT SCORE PERCENTAGE & NOT PERCENTILE)
GROUP DISCUSSION	7.5%
PERSONAL INTERVIEW	7.5%

6. The eligibility of a candidate shall be provisional at every stage of the admission process. It will be the responsibility of the candidate to ensure his/her eligibility and fulfillment of various conditions for admission as prescribed in the Rules / Regulations of the University. Admission can be cancelled at any stage in case the candidate is not found to be eligible.
7. All provisionally eligible candidates shall take written test conducted by IIMs (CAT) on **November 16, 2008 (Sunday) from 10.00 a.m. to 1.00 p.m. at various centres.**
8. The Group Discussion and Personal Interview of the short-listed candidates will be held at University Business School, Panjab University, Chandigarh.

9. (a) Candidates shall have to fulfill the eligibility conditions at the time of admission, failing which their candidature shall not be considered for admission even after they have gone through all the stages of the admission process. The candidates appearing in their final degree examinations are eligible to apply and can take CAT provisionally. **The result of the qualifying examination must be submitted positively by August 31, 2009 by 12 noon failing which the admission shall be cancelled.**
- (b) The vacant seats, if any, on August 31, 2009 will be filled from those who are present at 5.00 p.m. on that day. The seats shall be filled strictly according to the merit. Information about vacant seats will be displayed on the Notice Board and UBS web site. It is the students' responsibility to keep a watch for seats falling vacant. No individual notice will be given regarding the vacant seats.
10. The final combined category-wise result of the candidates will be notified around the 2nd week of April, 2009. The candidates will appear for counseling in the 2nd week of May, 2009. **THESE DATES ARE TENTATIVE. THE CANDIDATES ARE ADVISED TO REGULARLY BROWSE UBS WEBSITE <http://ubs.puchd.ac.in>.** At the time of counseling, admission to MBA, MBA (IB), MBA (HR), MBA (Biotech) & MBA at PURC, Ludhiana, will be offered strictly according to the combined Merit List, as also the option given by the candidates for different courses.
11. For admission to Sports Category please refer to page 14-15 for detailed guidelines.
12. In Defence Category, all the applicants fulfilling the eligibility conditions set out on page 6 shall be ranked according to the criteria specified in Clause v on page 11. Out of these candidates, the number of candidates to be called for GD & PI shall be eight times the number of seats in this category or the number of eligible candidates whichever is lower. In case of a tie, the combined score of CAT and GD & PI would be used for deciding the candidate to be admitted.
13. Seats under Foreign Nationals/NRI Category are available for:
- Foreign nationals, i.e., nationals or citizens of countries other than India who are not persons of Indian origin.
  - Persons of Indian origin who are citizens of countries other than India and hold the passport of the country concerned.
  - Children, i.e., sons and daughters of persons of Indian origin (who may, or may not, be citizens of countries other than India), provided they have resided in a country other than India for a minimum period of three years immediately preceding the year of admission in the University.
- Explanation:** The aforesaid condition of residence for a minimum period of three years in a country other than India means actual, physical residence on a regular basis. Notional, deemed or constructive residence of any kind shall not be considered for this purpose. Accordingly, possession of a Green Card will *ipso facto* not confer eligibility or entitlement for admission.
14. Foreign Nationals/NRI candidates not in India at the time of the CAT and thereby unable to avail of the above admission process shall be required to submit scores of GMAT, which will be treated at par with the combined score of Written Test (CAT) conducted by IIMs, Group Discussion and Personal Interview conducted by University Business School, Panjab University, Chandigarh.

## SUBMISSION OF DOCUMENTS

- Last date for submission of completed Application Forms to the Chairman, University Business School, Panjab University, Chandigarh is November 15, 2008 by 5.00 P.M.
- The candidates under reserved categories and under Foreign Nationals/NRI category will submit the necessary certificate(s) required by the University in the prescribed proforma given in the Handbook of Information at pages 12-13.
- In case of gap of one or more sessions between passing the last examination and admission being sought now, a candidate shall have to give an affidavit concerning not having been involved in any offence/unlawful activities, attested by the Magistrate 1st class.
- The students who have passed the qualifying examination from an institution other than Panjab University, will be eligible, only if such examination/degree is recognised as equivalent to corresponding examination/degree of the Panjab University.

## CANCELLATION OF SEATS / ADMISSION

Admission of all such students who fail to attend at least 33% of the total lectures delivered and practicals held in all the papers during the first 10 days from the start of teaching work in the course concerned shall be cancelled by the Board of Control/Joint Admission Cell after following the procedure given below:

- By the 12th day after the start of classes for a particular course, the names of these students who fail to attend at least 33% of the total lectures/ practicals shall be put up on the Department Notice Board. Within 4 days of the date of such notice, a student who is short of attendance may give in writing the reasons for his/her absence from the classes.
- If a student does not submit an application in writing within the prescribed time as stated above, or the reasons adduced by the student in his application are not found to be sufficient and justified in the opinion of the Board of Control/ Joint Admission Cell, his/her admission shall be cancelled.

3. All the seats thus falling vacant shall be filled from the waiting list or through subsequent counseling before the expiry of the last date fixed for admission by the University.
4. When the admission of the student is cancelled as stated above, the Department shall display on the Department Notice Board the list of the person(s) next in the waiting list and make admissions accordingly.  
NOTE: It is obligatory on the part of the students to keep in touch with the Department regarding seats which fall vacant.

## PLACEMENT FACILITY

There are separate, independent, and exclusive Placement Cells functional at UBS, Chandigarh, and at UBS, PURC, Ludhiana, catering to the placement needs (summer and final) of students of the respective institutions to be self managed and run by the students of the respective institutions independently and separately. The placement of students at UBS, Chandigarh, and UBS, PURC, Ludhiana, will be done independently and separately.

## MIGRATION

Migration from UBS, PURC, Ludhiana, to UBS, Chandigarh, shall **not** be allowed.

## ELIGIBILITY CONDITIONS FOR ADMISSION

<b>MASTER OF BUSINESS ADMINISTRATION</b>	<b>MBA</b>
<b>MASTER OF BUSINESS ADMINISTRATION (INTERNATIONAL BUSINESS)</b>	<b>MBA (IB)</b>
<b>MASTER OF BUSINESS ADMINISTRATION (HUMAN RESOURCE)</b>	<b>MBA (HR)</b>

### THE MINIMUM ELIGIBILITY CRITERIA FOR ADMISSION WOULD BE AS FOLLOWS:

- (A) (i) A Bachelor's/Post Graduate Degree in any discipline of the University or a degree of any other University which has been recognised by the Syndicate as equivalent thereto with not less than 50% marks in the aggregate.

Provided that in the case of candidates having Bachelor's degree of the University through Modern Indian Languages [Hindi/Urdu/Punjabi (Gurmukhi script) and/or in a Classical Language (Sanskrit/Persian/Arabic) or degree of any other University obtained in the same manner recognised by the Syndicate, 50% marks in the aggregate shall be calculated by taking into account full percentage of marks in all the papers in Language excluding the additional optional paper, English and the elective subject taken together.

**OR**

- (ii) A pass in the final examination conducted by the (a) Institute of Chartered Accountants of India or England, or (b) Institute of Cost and Works Accountants of India or England, and (c) Institute of Company Secretaries of India.

**OR**

- (iii) AMIE Examination with 50% marks or more after having passed the diploma examination with 60% marks or above and have at least 5 years research/teaching or professional experience.

**AND**

- (B) Minimum of 10% score (5% in case of SC/ST candidates) in each component of the Common Admission Test (CAT) viz., quantitative, logic & data interpretation, and verbal and/or any other component which may be added later at any stage to the CAT.

**IMPORTANT NOTE:** Whether in the General Category or in any of the reserved categories, a candidate must fulfil both the criteria given in (A) and (B) above in order to be eligible for admission.

<b>MASTER OF BUSINESS ADMINISTRATION (BIOTECHNOLOGY)</b>	<b>MBA (Biotech)</b>
--	----------------------

- (A) A Bachelor's or Master's degree in Biological Sciences, i.e., Biology, Botany, Microbiology, Zoology, Biochemistry, Biophysics, Genetics, Pharmacy, Biotechnology, Veterinary Sciences, BE/B.Tech. (Biotechnology), B.Sc. (Bio-informatics), MBBS, BDS and BE (Informatics) of a University recognized by the Association of Indian Universities, with not less than 50% marks in the aggregate.

**AND**

- (B) Minimum of 10% score (5% in case of SC/ST candidates) in each component of Common Admission Test (CAT), i.e., quantitative, logic & data interpretation, and verbal and/or any other component which may be added later at any stage to the CAT.

**IMPORTANT NOTE:** Whether in the General Category or in any of the reserved categories, a candidate must fulfil both the criteria given in (A) and (B) above in order to be eligible for admission.

It is mandatory for candidates, opting for MBA (Biotech) to tick the relevant box in the Admission Form.

## COURSE STRUCTURE

### MASTER OF BUSINESS ADMINISTRATION-(MBA)

#### SEMESTER I

Title	Name of the Paper	Marks
MBA 501	Economics for Management	100
MBA 502	Quantitative Methods and Management Techniques	100
MBA 503	Accounting for Decision Making	100
MBA 504	Organization Behaviour	100
MBA 505	Management for Organisations	100
MBA 506	Workshop on Computer Data Processing	100
MBA 507	Seminar on Business Communications	50
MBA 508	Seminar on Research Methodology	50

**Total 700**

#### SEMESTER II

MBA 511	Corporate Macro Environment	100
MBA 512	Human Resource Management and Industrial Relations	100
MBA 513	Operations and Material Management	100
MBA 514	Financial Management	100
MBA 515	Marketing Management	100
MBA 516	Management and Information Technology	100
MBA 517	Viva Voce & Summer Training*	100

**Total 700**

\* The Viva Voce and Summer Training Presentation will be fifteen days after submitting the report.

- Note:**
- After 2nd Semester Examination all students will be required to undergo Summer Training for eight weeks in approved organization and submit a report there on.
  - Summer Training Report will be submitted within two weeks of the commencement of 3rd Semester and viva-voce will be held thereafter within next two weeks.

#### SEMESTER III

MBA 601	1. Strategic Management	100
	2. a) One of the following groups each with any four papers out of the papers listed group-wise	400
	b) Two papers from one of the remaining groups	200

#### GROUP (A): Marketing Management

MBA 602	i Advertising and Consumer Behaviour
MBA 603	ii Sales and Distribution Management
MBA 604	iii Marketing Research and Product Management
MBA 605	iv Industrial and Rural Marketing
MBA 606	v Marketing Strategies and Management

#### GROUP (B): Production and Technology Management

MBA 607	i Advanced Operations Research
MBA 608	ii Total Quality Management
MBA 609	iii Technology Management
MBA 610	iv Information Technology for Competitive Advantage
MBA 611	v Advanced Production Management

Title	Name of the Paper	Marks
-------	-------------------	-------

#### GROUP (C): Financial Management

MBA 612	i Financial Engineering
MBA 613	ii Management Control System
MBA 614	iii Strategic Financial Management
MBA 615	iv Strategic Cost Management
MBA 616	v Project Appraisal and Finance

#### GROUP (D): Human Resource Management

MBA 617	i Organisation Development
MBA 618	ii Manpower Planning and Performance Appraisal
MBA 619	iii Negotiating Skills and Participative Decision Making
MBA 620	iv Training and Development
MBA 621	v Labour Legislation

#### GROUP (E): Small Business and Business Economics

MBA 622	i Small Business Management
MBA 623	ii Entrepreneurial Development
MBA 624	iii Government Business Interface
MBA 625	iv Industrial Structure, Organisation and Policy-I
MBA 626	v Corporate Planning-I

**Total 700**

#### SEMESTER IV

MBA 627	1. Research Project	100
	2. a) Group offered in third Semester with any three papers out of the papers listed group-wise.	
	b) Two papers from remaining groups	

#### GROUP (A): Marketing Management

MBA 628	i International Marketing
MBA 629	ii Marketing of Services
MBA 630	iii Logistics Management
MBA 631	iv E-Marketing

#### GROUP (B): Production and Technology Management

MBA 632	i Computer Aided Design and Manufacturing Management
MBA 633	ii Productivity Management
MBA 634	iii Business Process Re-engineering
MBA 635	iv Enterprise Resource Planning

#### GROUP (C): Financial Management

MBA 636	i Management of Financial Services
MBA 637	ii Investment Management
MBA 638	iii Corporate Tax Planning
MBA 639	iv Financial Statement Analysis

#### GROUP (D): Human Resource Management

MBA 640	i Industrial Relations and Labour Policy
MBA 641	ii Labour Economics
MBA 642	iii Industrial Psychology and Sociology
MBA 643	iv Management of Discipline and Disciplinary Proceedings

#### GROUP (E): Small Business and Business Economics

MBA 644	i Small Business Environment in India	
MBA 645	ii Corporate Planning-II	
MBA 646	iii Entrepreneurial Development and New Enterprise Management	
MBA 647	iv Industrial Structure Organisation and Policy-II	
MBA 648	Viva Voce	100

**Total 700**

**MASTER OF BUSINESS ADMINISTRATION  
(INTERNATIONAL BUSINESS)-MBA (IB)**

**SEMESTER I**

Title	Name of the Paper	Marks
MBAIB 501	Economics for Management	100
MBAIB 502	Quantitative Methods and Management Techniques	100
MBAIB 503	Accounting for Decision Making	100
MBAIB 504	Organisational Behaviour	100
MBAIB 505	Management for Organisation	100
MBAIB 506	Marketing Management	100
MBAIB 507	Foreign Trade Policy & Management	100
<b>Total</b>		<b>700</b>

**SEMESTER II**

MBAIB 508	Corporate Macro Environment	100
MBAIB 509	Seminar on Research Methodology	50
MBAIB 510	Seminar on Business Communication	50
MBAIB 511	Workshop on Computer Data Processing	100
MBAIB 512	Workshop on Foreign Trade Finance & Documentation	100
MBAIB 513	International Business Environment	100
MBAIB 514	Global Marketing Management	100
MBAIB 515	Viva Voce & Summer Training*	100
<b>Total</b>		<b>700</b>

- \*Note:** 1. After 2nd Semester Examination all students will be required to undergo Summer Training for 8 weeks in approved organizations & submit report there on.  
2. Summer Training Report will be submitted within 2 weeks of the commencement of 3rd Semester & viva-voce will be held thereafter within next 2weeks

**SEMESTER III**

MBAIB 601	Workshop on Thrust Products & Markets	100
MBAIB 602	International Marketing Logistics	100
MBAIB 603	International Financial Management	100
MBAIB 604	Foreign Languages (German, French, Russian)	100
MBAIB 605	Laws for International Business	100
MBAIB 606	Workshop on International Marketing Research	100
MBAIB 607	Seminar on Overseas Project Planning & Exports	50
MBAIB 608	Seminar on Mergers, Acquisitions & Collaborations	50
<b>Total</b>		<b>700</b>

**SEMESTER IV**

MBAIB 609	*Research Project	100
MBAIB 610	Viva Voce	100
MBAIB 611	Global Strategic Management	100
MBAIB 612	Workshop on Contemporary Issues in International Business	100
MBAIB 613	Foreign Languages (German, Russian, French)	100
MBAIB 614	Workshop on International Management Information System	100
MBAIB 615	Any one of the following Seminars on (i) Comparative International Management (ii) International Marketing Logistics-II	100
<b>Total</b>		<b>700</b>

**MASTER OF BUSINESS ADMINISTRATION  
(HUMAN RESOURCE)-MBA (HR)**

**SEMESTER I**

Title	Name of the Paper	Marks
MBAHR 501	Economics for Management	100
MBAHR 502	Quantitative Methods and Management Techniques	100
MBAHR 503	Organizational Behaviour	100
MBAHR 504	Management for Organizations	100
MBAHR 505	Accounting for Decision Making	100
MBAHR 506	Human Resource Management	100
MBAHR 507	Workshop on Computer Data Processing	100
<b>Total</b>		<b>700</b>

**SEMESTER II**

MBAHR 511	Corporate Macro Environment	100
MBAHR 512	Industrial Sociology and Psychology	100
MBAHR 513	Management Change	100
MBAHR 514	Industrial Relations and Labour Policy	100
MBAHR 515	Labour Economics	100
MBAHR 516	Seminar on Business Communications	50
MBAHR 517	Seminar on Research Methodology	50
MBAHR 518	Viva Voce & Summer Training Project*	100
<b>Total</b>		<b>700</b>

- \*Note:** 1. After 2nd Semester Examination all students will be required to undergo Summer Training for eight weeks in approved organizations and submit report there on.  
2. Summer Training Report will be submitted within two weeks of the commencement of 3rd Semester and viva-voce will be held thereafter within next two weeks.

**SEMESTER III**

MBAHR 601	Seminar on Corporate Strategy	50
MBAHR 602	Organization Development	100
MBAHR 603	H.R.M. I-Manpower Planning and Performance Appraisal	100
MBAHR 604	Workshop on H.R.M.II-Training and Development	100
MBAHR 605	H.R.M III-Seminar on Inter Personal Skills and Transactional Analysis	50
MBAHR 606	Negotiating Skills and Participative Decision Making	100
MBAHR 607	Workshop on Secretarial Practice	50
MBAHR 608	Labour Legislation-I	100
MBAHR 609	Seminar on Social Security and Labour Welfare	50
<b>Total</b>		<b>700</b>

**SEMESTER IV**

MBAHR 610	*Research Project	100
MBAHR 611	Viva Voce	100
MBAHR 612	Industrial Engineering	100
MBAHR 613	Workshop Course on Compensation Management	100
MBAHR 614	Workshop Course on Management of Discipline and Disciplinary Proceedings	100

Title	Name of the Paper	Marks
MBAHR 615	Seminar on Comparative Industrial Relations	50
MBAHR 616	Labour Legislation-II	100
MBAHR 617	Seminar on any one of the following (i) Human resource Accounting (ii) Total Quality Management (iii) Dynamics of Trade Unions	50
<b>Total</b>		<b>700</b>

\*The topic of the Research Project and the Supervisor will be decided in the 3rd Semester.

### MASTER OF BUSINESS ADMINISTRATION (BIOTECHNOLOGY)- MBA (Biotech)

Course Structure of First Two Semester of MBA & MBA (Biotech) is common

#### SEMESTER III

MBA(BIO)601	Strategic Management	100
MBA(BIO)608	Total Quality Management	100
MBA(BIO)611	Advanced Production Management	100
MBA(BIO)616	Project Appraisal and Finance	100
MBA(BIO)602	Advertising and Sales Management	100
MBA(BIO)603	Workshop on Biotechnological Operations	100
MBA(BIO)604	Seminar on Principles of Biotechnology	100
<b>Total</b>		<b>700</b>

#### SEMESTER IV

MBA(BIO)630	Logistics Management	100
MBA(BIO)634	Business Process Re-Engineering	100
MBA(BIO)631	Intellectual Property Rights	100
MBA(BIO)632	Seminar on Biotechnological Processes	100
MBA(BIO)633	Workshop on Instrumentation in Biotechnology	100
MBA(BIO)635	*Research Project	100
MBA(BIO)636	Viva Voce	100
<b>Total</b>		<b>700</b>

### MASTER OF BUSINESS ADMINISTRATION (EXECUTIVE)

#### SEMESTER I

Mbe 501	Management for Organization	100
Mbe 502	Organisation Behaviour	100
Mbe 503	Economics & Quantitative Methods	100
Mbe 504	Seminar on Executive Communication	50
<b>Total</b>		<b>350</b>

#### SEMESTER II

Mbe 505	Accounting for Decision Making	100
Mbe 506	Corporate Macro Environment	100
Mbe 507	Operations and Materials Management	100
Mbe 508	Seminar on Business Research Methodology	50
Mbe 509	Viva Voce	100
<b>Total</b>		<b>450</b>

#### SEMESTER III

Mbe 510	Human Resource Management and Industrial Relations	100
Mbe 511	Marketing Management	100

Title	Name of the Paper	Marks
Mbe 512	Financial Management	100
Mbe 513	Workshop on Computer Data Processing	50
<b>Total</b>		<b>350</b>

#### SEMESTER IV

Any one group each having 3 papers

##### GROUP (A) : Marketing Management

Mbe 514	Advertising and Consumer Behaviour	100
Mbe 515	Sales and Distribution Management	100
Mbe 516	Marketing Research and Product Management	100

##### GROUP (B) : Human Resource Management

Mbe 517	Organisation Development	100
Mbe 518	Labour Legislation	100
Mbe 519	Negotiating Skills & Participative Decision Making	100

##### GROUP (C) : Financial Management

Mbe 520	Financial Engineering	100
Mbe 521	Management Control System	100
Mbe 522	Strategic Financial Management	100

##### GROUP (D) : Production & Technology Management

Mbe 523	Total Quality Management	100
Mbe 524	Technology Management	100
Mbe 525	Advanced Production Management	100

#### SEMESTER V

Any three of the following

Mbe 526	Management Information Systems	100
Mbe 527	Small Business Management	100
Mbe 528	Management of Environment	100
Mbe 529	International Business	100
Mbe 530	Management of Rural Development	100
Mbe 531	Marketing of Services	100
<b>Total</b>		<b>300</b>

#### SEMESTER VI

Mbe 532	Strategic Management	100
---------	----------------------	-----

Any two of the following

Mbe 533	a. Money & Capital Market
	b. Project Management
	c. Management of Change
	d. Logistics Management
	e. International Marketing
	f. Executive Compensation
	g. E-Commerce

### MASTER OF COMMERCE (E. COMMERCE)

#### SEMESTER I

Mec 101	Advanced Business Economics	100
Mec 102	Marketing Management and Internet	100
Mec 103	Business Environment	100
Mec 104	E-Commerce-Foundations	100
Mec 105	Financial Management & Policy	100
Mec 106	Seminar on Business Research Methodology	50
Mec 107	Seminar on Executive Communication	50
<b>Total</b>		<b>600</b>

Title	Name of the Paper	Marks
<b>SEMESTER II</b>		
Mec 201	Advanced Business Statistics	100
Mec 202	Production Management	100
Mec 203	Business Application of E-commerce	100
Mec 204	Cyber Marketing and Finance	100
Mec 205	Seminar on Accounting Theory	50
Mec 206	Workshop on E-Banking	50
Mec 207	Training report and Viva-Voce	100
	<b>Total</b>	<b>600</b>

**Elective paper** (any one of the following)

1. Mec 208.1 Bank Management	100
2. Mec 208.2 Insurance Management	100
3. Mec 208.3 Management of trade in the Changing Environment	100
4. Mec 208.4 Hospitality Management	100
5. Mec 208.5 Entrepreneurial Development	100
	<b>Total 700</b>

**SEMESTER III**

Mec 301	Legal Framework of Business in India	100
Mec 302	Legal and Regulatory Environment of E-commerce	100
Mec 303	Organisational Behaviour and Human Resource Management	100
Mec 304	Workshop on Website Management	50
Mec 305	Seminar on Money and Capital Markets	50

**Elective paper**

(any one of the following groups, two papers each)

**GROUP (A) : Banking and Finance**

Mec 306.1a	Merchant Banking and Financial Markets	100
Mec 306.1a.	Security Analysis and Portfolio Management	100

**GROUP (B) : Insurance**

Mec 306.1b	Legal Framework of Insurance	100
Mec 306.2b.	Innovative Insurance Products	100

**GROUP (C) : Management of Select Services (Tourism and Hotel)**

Mec 306.1c	Tourism Management	100
Mec 306.2c.	Hotel Management	100

**Group (D) : Management of Trade**

Mec 306.1d	Retail Management	100
Mec 306.2d.	Logistics	100

**Group (E) : Accounting**

Mec 306.1e	Financial Disclosures and Corporate Governance	100
Mec 306.2e.	Security Analysis and Portfolio Management	100

**Group (F) : Entrepreneurial Development and Small Business**

Mec 306.1f	Management of Small Business	100
Mec 306.2f.	Industrial Structure and Organisational Policy	100
	<b>Total</b>	<b>600</b>

**SEMESTER IV**

Mec 401	E-commerce Strategy and Management	100
Mec 402	Workshop on Applied Costing and Computers Application in Costing	50
Mec 403	Seminar on Security and Privacy Issues in E-Commerce	50

Title	Name of the Paper	Marks
-------	-------------------	-------

**Electives**

(Students have to continue with the groups which they opted in the third semester. Each group consists of four papers)

**GROUP (A) : Banking and Finance**

Mec 404.1a	Multinational Banking	100
Mec 404.2a	Financial Engineering and Risk Management	100
Mec 404.3a	Management of Financial Services	100
Mec 404.4a	International Financial Management	100

**GROUP (B) : Insurance**

Mec 404.1b	Marketing of Insurance	100
Mec 404.2b	Management of Life Insurance	100
Mec 404.3b	Management of Fire, General and Marine Insurance	100
Mec 404.4b	Management of Rural Insurance	100

**GROUP (C) : Management of Select Services (Tourism and Hotel)**

Mec 404.1c	Legal Framework of Tourism and Hotel Management	100
Mec 404.2c	Environmental Tourism & Cultural Interactions	100
Mec 404.3c	Tourism Industry in India	100
Mec 404.4c	Marketing and Sales Promotion Tourism Industry	100

**Group (D) : Management of Trade**

Mec 404.1d	International Marketing	100
Mec 404.2d	Workshop on Export Documentation and Procedure	100
Mec 404.3d	Management of Channels of Distribution	100
Mec 404.4d	Advertising and Sales Management	100

**Group (E) : Accounting**

Mec 404.1e	International Accounting	100
Mec 404.2e	International Financial Management	100
Mec 404.3e	Strategic Cost Management	100
Mec 404.4e	Financial Engineering and Risk Management	100

**Group (F) : Entrepreneurial Development and Small Business**

Mec 404.1f	Small Business Environment in India	100
Mec 404.2f	Corporate Planning	100
Mec 404.3f	Entrepreneurial Development and New Enterprise Management	100
Mec 404.4f	Industrial Structure and Organization Policy-2	100

Mec 405	Comprehensive Viva - Voce (1 to 4 semester)	100
	<b>Total</b>	<b>700</b>

**DOCTOR OF PHILOSOPHY - Ph.D.**

The candidates enrolled under Ph.D. programme are required to go through a course work of 2-3 semesters. UBS decides the course requirements keeping in mind the background and interest of the candidates. After successful completion of the coursework, the candidates submit their synopsis. UBS allocates the supervisor(s) to the candidates on the basis of the subject of the thesis. The candidates are required to submit the thesis within five years of enrollment.

## GUIDELINES FOR PERCENTAGE OF RESERVED/OPEN SEATS

### IMPORTANT NOTE:

Admission in all reserved categories shall be made subject to fulfillment of the eligibility conditions and in accordance with the provisions of the "Admission Process" contained in the **Handbook of Information 2009**.

### Seats : Open and Reserved

- 1) Generally 60.5%<sup>#</sup> of the seats in each course shall be treated as belonging to the Open Category.
- 2) 39.5%<sup>#</sup> seats shall be treated as belonging to the Reserved Category, as per details given below:-
  - (i) 15% for candidates belonging to the Scheduled Castes.
  - (ii) 7.5% for candidates belonging to the Scheduled Tribes.
  - (iii) 14% for non-creamy Other Backward Classes (OBC). Applicant to submit a certificate (as per format) that he/she belongs to Non-Creamy OBC category. For determining OBCs the central notification (as at [www.ncbc.nic.in](http://www.ncbc.nic.in)) will be followed.

The above reservation shall be subject to the following conditions :

- a) the number of students admitted on merit shall not be included in the number of seats reserved;
- b) member of Scheduled Castes / Scheduled Tribes shall be allowed a concession of 5% marks for admission to the courses in which a certain percentage of minimum marks has been prescribed provided they have obtained minimum pass marks prescribed by the regulations;
- c) in case the seats earmarked for Scheduled Castes/Scheduled Tribes remains unfilled, a further relaxation in marks may be given, in order of merit inter-se amongst the candidates themselves, so that all the reserved seats are filled by candidates belonging to these categories ; and
- d) a Scheduled Caste/Scheduled Tribe person on migration from the State of his origin will not lose his status as Scheduled Caste / Scheduled Tribe but he/she will be entitled to the concessions/benefits admissible to the Scheduled Castes / Scheduled Tribes from the State of his origin and not from the State where he has migrated. [Regulation 29.1, P.U. Cal. Vol. 1, 2005 (Page 168)].

- (iv) 3%<sup>#</sup> for Physically Handicapped candidates: Claimant in this category should be capable of pursuing the course for which the admission is sought. The handicapped candidates should have a minimum of 40% disability duly certified by the Medical Board of District/ State/ UT / Medical Institution of National Importance. Such certificate shall be further certified by the Medical Board of Panjab University Health Centre.

Out of the 3% seats, 1% would be earmarked for the blind and the person(s) with low vision in the courses where no practicals are involved :

1. the blind person(s) shall be given admission straightway, i.e., they will be given priority over the Physically Handicapped candidates;
2. the blind person(s) shall be allowed to compete in the General Category by allowing them 5 per cent marks over and above the marks actually obtained by them for determining their merit;
3. for admission to courses wherein age limit is specified, the blind persons shall be given a relaxation of 5 years in age;
4. for admission to courses based on the Entrance Tests, the blind persons be treated at par with the SC/ST for earning eligibility for admission;

Visually Handicapped would mean : Visual acuity of 6/60 with best correction in the better eye or any persons with visual fields of 20° or less in the better eye irrespective of the visual acuity.

- (v) 5%<sup>#</sup> on the basis of achievement in Sports (see separate guidelines on pages 14-15).

- (vi) 5%<sup>#</sup> (for all the under-mentioned categories taken together) for candidates who fall in one of the following categories (which are given here in order of precedence) :-

1. Sons/Daughters/Spouses of such defence personnel, para-military personnel like CRPF/BSF and Police personnel etc. who died in action while on duty. Only those who were wholly dependent on such personnel shall be considered.
2. Sons/Daughters/Spouses as are wholly dependent on such Defence Personnel who were incapacitated\*/died while in service.
3. Such Sons/Daughters/Spouses of ex-servicemen (Defence and Para-military personnel like CRPF/BSF etc.) as are wholly dependent on them.
4. Defence personnel incapacitated\* while in service.
5. Such Sons/Daughters/Spouses of serving defence personnel and paramilitary personnel like CRPF/BSF etc. as are wholly dependent on them.
6. Ex-servicemen\*\*
7. Serving defence personnel/paramilitary personnel like CRPF/BSF etc.

- (vii) 2%<sup>#</sup> for Sons/Daughters/Husband/Wife/Brothers/Sisters of persons killed/incapacitated in November 1984 riots and of persons killed/ incapacitated in terrorist violence in Punjab and Chandigarh. A Certificate from the District Magistrate to this effect must be submitted by the candidate. Migrant Card alone is not enough.

- (viii) 2%<sup>#</sup> for the Children/Grand Children of Freedom Fighters who have been sanctioned pension by Central/State Govt. or awarded Tamra Patra by Government of India (Syndicate Para 15, dated 30-5-1997) or those who have been certified to be Freedom Fighters by the Central/State Govts.

- (ix) Any other statutory reservation as prescribed by the Govt. of India, if any.

<sup>#</sup> The percentage in 2009-10 is subject to change in the light of the implementation of OBC quota.

\* Incapacitation will mean incapacitation leading to the discharge of the person by authorities concerned.

\*\* Ex-serviceman means a person who has served in any rank whether as a combatant or non-combatant in the regular Army, Navy and Air Force of the Union of India:-

- (i) who retired from the service after earning his/her pensions; or
  - (ii) who has been boarded out of the service on medical grounds attributable to military service or circumstances beyond his control and awarded medical or other disability pension ; or
  - (iii) who has been released from the service as a result of reduction in establishment; or
  - (iv) who has been released from the service after completing the specific period of engagement, (otherwise than at his own request, or by way of dismissal, or discharge on account of misconduct or inefficiency) and has been given a gratuity.
- Territorial Army Personnel of the following categories shall also be considered as ex-servicemen:-
- (a) Pension holders for continuous embodied service.
  - (b) Disabled Territorial Army Personnel with disability attributable to military service.
  - (c) Gallantry award winners.

**SPECIMEN OF FORMS OF CERTIFICATES**  
**(TO BE ATTACHED TO ADMISSION FORM WHEREVER APPLICABLE)**

**CERTIFICATE OF BELONGING TO A SCHEDULED CASTE/SCHEDULED TRIBE**

Despatch No. \_\_\_\_\_

Dated: \_\_\_\_\_

Certified that \_\_\_\_\_ son/daughter of Shri \_\_\_\_\_,  
Resident of \_\_\_\_\_ District \_\_\_\_\_ State \_\_\_\_\_  
an applicant for admission to \_\_\_\_\_ course of Panjab University, Chandigarh, belongs to  
\_\_\_\_\_ caste of Scheduled Caste/Tribe which is recognized by \_\_\_\_\_  
State Government.

Name of the Certifying Officer \_\_\_\_\_

Designation \_\_\_\_\_

Signature of the \*SDM/Tehsildar \_\_\_\_\_

\*Certificate from no other authority will be accepted.

(with seal of court) seal with three lions only

**VERIFICATION OF SC/ST CERTIFICATES**

The admission of the SC/ST candidates producing the requisite certificates of being SC/ST for admission in various courses at this University be made provisional subject to verification of the certificates from the issuing authority by the Chairman/Chairperson of the concerned department as required in the U.G.C. letter circulated by D.R. (Academic/College) vide his Endst. No. 5201-5350/Spl. Cell SC/ST dated 30.09.1991.

**CERTIFICATE OF DEATH/INCAPACITATION OF MILITARY PERSONNEL IN ACTION**

Despatch No. \_\_\_\_\_

Dated: \_\_\_\_\_

Certified that \_\_\_\_\_ an applicant for admission to  
\_\_\_\_\_ course of Panjab University, Chandigarh, is the son/daughter of Shri  
\_\_\_\_\_ (mention rank also). Shri \_\_\_\_\_ was  
killed/incapacitated in action on \_\_\_\_\_ (mention date), and his death/incapacitation did not occur due to an  
accident while performing a routine duty pertaining to job requirement.

Name of the Certifying Officer \_\_\_\_\_

Designation: \_\_\_\_\_

Signature of authorized Military Officer \_\_\_\_\_

(with seal of office)

**CERTIFICATE OF PHYSICALLY HANDICAPPED CANDIDATE**  
**(TO BE ISSUED BY MEDICAL AUTHORITY OF A GOVERNMENT HOSPITAL)**

Despatch No. \_\_\_\_\_

Dated: \_\_\_\_\_

1. Name of the Candidate \_\_\_\_\_
2. Father's Name \_\_\_\_\_
3. Permanent Address \_\_\_\_\_
4. Percentage of loss of earning capacity (in words) \_\_\_\_\_
5. Whether the candidate is otherwise able to carry on studies and perform duties \_\_\_\_\_
6. Name of the disease/cause of handicap \_\_\_\_\_
7. Whether handicap is temporary or permanent \_\_\_\_\_
8. Whether handicap is progressive or non-progressive \_\_\_\_\_

Name of the Certifying Officer \_\_\_\_\_

Designation \_\_\_\_\_

Signature of authorized Medical Officer \_\_\_\_\_

(Legible office stamp)

## **CERTIFICATE TO BE FURNISHED BY FOREIGN NATIONALS/NRI CANDIDATES**

I, \_\_\_\_\_ son/daughter of \_\_\_\_\_  
Resident of \_\_\_\_\_  
\_\_\_\_\_ (give full address) and  
of \_\_\_\_\_  
\_\_\_\_\_ (give exact category/status of immigrant/foreigner)  
\_\_\_\_\_ who is seeking admission in  
\_\_\_\_\_ (name of the course) at the department of  
\_\_\_\_\_ Panjab University, Chandigarh.

declare and affirm that I shall be responsible for timely payment of prescribed tuition fees (payable annually) and all other dues and charges in full (and not in parts/installments) to the Panjab University, Chandigarh, immediately after the admission is granted and also during the subsequent year/s of studies.

Tuition fee shall be paid by me in the form of Bank Draft in U.S. Dollars/Pounds/Sterling/Euros or equivalent amount in Indian currency payable to the Registrar, Panjab University, Chandigarh, payable at Chandigarh along with a bank certificate for encashment of foreign currency of the like amount.

In addition to tuition fee, I shall also pay all other dues and charges to the Panjab University as payable by other students of the same class belonging to the same category in foreign currency or in Indian Rupees as per University Rules and Regulations.

I understand that in case of failure to pay fees and dues on time, the admission will automatically stand cancelled and fee already paid will not be refundable. I shall not make any claim against the University on any account whatsoever.

Signature of the mother/father of the candidate \_\_\_\_\_  
Dated : \_\_\_\_\_ Place \_\_\_\_\_

Note : The above stated certificate should be submitted on Court Paper and must be attested by a Notary Public at the place and country where he/she is residing at the relevant time.

## **CERTIFICATE TO BE PRODUCED BY NON-CREAMY OTHER BACKWARD CLASS (OBC)**

This is to certify that \_\_\_\_\_ son/daughter of \_\_\_\_\_  
of village \_\_\_\_\_ District/Division \_\_\_\_\_  
in the \_\_\_\_\_ State \_\_\_\_\_ belongs to the  
\_\_\_\_\_ community which is recognized as a backward class under the Government of India,  
Ministry of Welfare Resolution No. 12011/68/93-BCC(C), dated 10th Sept. 1993 published in the Gazette of India Extraordinary Part  
I Section I dated 13th Sept. 1993. Mr./Ms. \_\_\_\_\_ and/or his family ordinarily reside(s) in the  
\_\_\_\_\_ District/Division of the \_\_\_\_\_ State.

This is also to certify that he/she does not belong to the persons/sections (Creamy Layer) mentioned in Column 3 of the Schedule to the Government of India, Department of Personnel & Training O.M.No.36012/22/93-Estt.(SCT), dated 8.9.93.

Dated \_\_\_\_\_ District Magistrate  
Deputy Commissioner etc.

Seal

NB

- (a) The term 'ordinarily' used here will have the same meaning as in Section 20 of the Representation of the Peoples Act, 1950.  
(b) Where the certificates are issued by Gazetted Officers of the Union Government or State Governments, they should be in the same format but countersigned by the District Magistrate or Deputy Commissioner (Certificates issued by Gazetted Officers and attested by District Magistrate/Deputy Commissioner are not sufficient).

## **GUIDELINES FOR ADMISSION TO THE RESERVED CATEGORY OF SPORTS**

5%<sup>#</sup> of the total number of seats in each course of UBS, Chandigarh, and UBS, PURC, Ludhiana, are reserved under this category. No benefit on the basis of sports shall be given to candidates not applying for admission in this category.

1. **As in the case of the General Category as well as the other reserved categories, candidates seeking admission in this category are required to fulfil the eligibility conditions set out on page 6. The application forms of all candidates eligible as aforesaid would be sent to the Sports Department of Panjab University, Chandigarh, for verification of sports documents and determination of eligibility in the Sports Category as per Clause 5 below and for their sports gradation as per Annexure V. The Sports Department will send to UBS, Chandigarh, the list of all candidates found eligible in the Sports Category ranked in order of their sports gradation. Out of this list the number of candidates to be called for GD & PI shall be eight times the number of seats in the Sports Category or the actual number of eligible candidates whichever is lower. The admission to the Sports Category would be made strictly in the order of sports gradation, subject to the provisions of Clause 8, sub clause 4, herein below in the case of a tie.**
2. Each applicant applying for admission in this category shall, along with the Application Form will submit self-attested photocopy of sports certificates, Class X and Class XII details marks certificates showing date of birth. The affidavit of sports achievement (Annexure III) duly attested by the Notary/Magistrate Class I/II on a Stamp Paper of Rs. 3/- must be submitted along with the Application Form. UBS will send the photocopy of the application forms of all eligible candidates as mentioned in clause (1) to Department of Sports .
3. The D.U.I. has the authority to cancel admission at any time, if it is found that the candidate obtained such admission on the basis of a false certificate or incorrect statement/record.
4. Students seeking admission under this category will be considered for admission only in the games and disciplines in which the Panjab University sends its teams for participation in the Inter- University Tournaments (For the inclusion of such games and discipline see Annexure I).
5. Reservation under Sports category is meant only for those active\* sports persons who would participate in the Campus, University, National, International level sports tournaments. Such students will be considered for admission only if:-
  - i) their achievement in sports relate to their activities in any of the three years immediately preceding the year of admission<sup>1</sup> (relaxable to 4 years in exceptional cases, on merit, for outstanding sportspersons<sup>2</sup>)
  - ii) if they are otherwise also eligible for participation in Inter-college, Inter-University, National and International Sports Tournaments as per Associations of Indian Universities rules (see Annexure II).
  - iii) their achievement in sports is supported by continuous and sequential participation in sports in the same discipline and
  - iv) if the performance of the candidate in the trial is not satisfactory, the candidate can be rejected.
6. A committee constituted by the Vice-Chancellor shall screen all the applications under this category through interviews and by holding actual sports trials in the respective games on the University Grounds as per Schedule of Trials to be notified by the Department of Sports, Panjab University, Chandigarh. Only such applicants will be allowed to appear for the interviews and actual sports trials, whose applications are found in conformity with the requirements/qualifications mentioned in the Guidelines by the Department of Sports. No separate intimation to the candidates will be sent for actual sports trials by UBS, Chandigarh, and the candidates would have to remain in touch with the Sports Department of Panjab University for the purpose. Applicants are to appear for interview with all the original sports certificates. No certificates on letter-pad/letter-head will be accepted.
7. The Department of Sports, Panjab University, shall take an undertaking in the form of an Affidavit (Annexure IV) on a Stamp Paper of Rs. 3/- duly attested by the Notary/Magistrate Class I/II from the students that they will attend the grounds regularly and would also participate in the Inter-college, Inter-University, National and International sports tournaments when required. Their admission would be liable to be cancelled if the terms of the undertaking thus given are not adhered to.
8. The order of precedence in the selection of candidates for admission will be as per Annexure V :-
  - i) A student falling under category 'A' shall be placed higher in merit than a student falling under category 'B'. Similarly, a student falling under category 'B' shall be placed higher in merit than a student falling under category 'C' and so on.
  - ii) Likewise, within each category a student falling in category 'A'(1) will be placed higher in merit than a student falling in category 'A'(2) and so on.
  - iii) A student who attains first position in a competition shall be rated higher in merit than the one who gets second position in a competition of the same level. Similarly, second position will be rated higher in merit than the third in the same level of competition and so on.

# **The percentage is subject to change in the light of the implementation of OBC quota in 2009-2010.**

\* Means a person attending the grounds regularly so as to prepare himself for participation in the Inter-college and Inter-University Tournaments

1 Preceding three years means from 1st July 2006 to 30th June 2009.

2 Securing first three positions in All India Inter- University/National Championship Seniors/participation in International competition.

- iv) If there is a tie within the same category, this tie shall be resolved by considering the “academic merit”<sup>\*</sup> of the students.
9. In the case of individual sports discipline, position in individual events will be considered for gradation and not the position of the team as a whole.
  10. The inter-se-merit of the candidates seeking admission to any course under the reserved category of sports shall be determined only on the basis of their merit in Sports as per grading criteria in Annexure V.
  11. The case of sports persons with achievements in games/disciplines not included in Annexure I but excelling<sup>\*\*</sup> at National/ International level may be considered by the Vice-Chancellor for admission to a particular course by creating additional seats to the extent of 2% seats in that course. These seats shall be treated as being in addition to the approved strength of the course in that year only. Sports persons wishing to avail Clause 11 should submit a separate application along with University Business School Admission Form.
  12. Not less than 75% attendance in sports grounds of all those students admitted against reserved category of sports shall be a condition precedent for appearing in the examination.
  13. When a student is required to abstain from the Department for participation in Inter-college / Inter-University / National / International sports Tournaments, he/she should seek prior permission of the Chairperson of the Department of which he/she is the student.
  14. If a student admitted under the reserved category of Sports, remains absent from the grounds for regular practice for a continuous period of seven days without leave, his/her name shall be struck off from the rolls by the Chairperson of the concerned Department on the recommendation of the Department of Sports, Panjab University.
  15. Deficiency of equal number of lectures (theory, practical and seminars), for tutorial etc. shall be condoned for sportspersons for attending Coaching Camps for participation in various Campus, Inter-University, National & International level tournaments.
  16. In case a student does not attend the grounds for practice or does not participate in the P.U. Campus Sports Activities including Campus Annual Athletic Meet, Inter-College competition, Inter-University tournaments on medical grounds, the medical certificate issued by the University Chief Medical Officer only will be accepted.
  17. In case there are more than one State Associations and/or National Federations in any game, the University will entertain and consider only such applicants in Sports Category who have certificates issued by a State Association and/or National Federation that is recognised by the Indian Olympic Association. Certificates issued by State Associations and/or National Federations not recognised by the Indian Olympic Association will not be considered by the University for any purpose.

**If a sportsperson attends the Department, he/she should also report to the ground. In such cases, his/her medical certificate will not be accepted and his/her admission to the Department shall be liable to be cancelled.**

\* Where there is an entrance test, tie shall be resolved by considering marks obtained in entrance test only. In the UBS, Chandigarh, & UBS, PURC, Ludhiana, the entrance test means combined score of CAT, Group Discussion & Personal Interview.

\*\* Excelling at National/International level means securing only first position at national level in the senior tournament conducted by respective national federation which is recognized by the Indian Olympic Association and representing the country in the International Junior/Senior tournament recognized by the Indian Olympic Committee.

## ANNEXURE I

Games / Discipline on the basis of achievement in which claims to admission in the category of reserved seats for Sports can be considered. The new games can be added if the Panjab University sends its teams for Inter-University competitions.

Sr. No.	Game	Section
1.	Archery	(Men & Women)
2.	Athletics	(Men & Women)
3.	Badminton	(Men & Women)
4.	Ball Badminton	(Men & Women)
5.	Baseball	(Men & Women)
6.	Basketball	(Men & Women)
7.	Best Physique	(Men)
8.	Boxing	(Men)
9.	Canoeing & Kayaking	(Men & Women)
10.	Chess	(Men & Women)
11.	Cricket	(Men & Women)
12.	Cross-country	(Men & Women)
13.	Cycling (Road & Track)	(Men & Women)
14.	Football	(Men & Women)
15.	Gymnastics	(Men & Women)
16.	Handball	(Men & Women)
17.	Hockey	(Men & Women)
18.	Judo	(Men & Women)
19.	Kabaddi (NS)	(Men & Women)
20.	Kho-Kho	(Men & Women)
21.	Korfball	(Men & Women)
22.	Netball	(Men & Women)
23.	Power-lifting	(Men & Women)
24.	Rhythmic Gymnastic	(Women)
25.	Rowing	(Men & Women)
26.	Shooting (Air Pistol & .177 Air Rifle Peep Sight as per ISSF Rules)	(Men & Women)
27.	Softball	(Men & Women)
28.	Squash	(Men)
29.	Swimming	(Men & Women)
30.	Table-Tennis	(Men & Women)
31.	Tennis	(Men & Women)
32.	Volleyball	(Men & Women)
33.	Water polo	(Men)
34.	Weight lifting	(Men & Women)
35.	Wrestling	(Men & Women)
36.	Yachting / Sailing	(Men & Women)

## ANNEXURE II

### ELIGIBILITY RULES FOR INTER-COLLEGE TOURNAMENTS

#### A. Eligibility Rules:-

1. Only a bonafide, full-time student, who is enrolled for a course of the University/College, which is of a minimum duration of one academic year and whose examination is conducted by the University shall be eligible to participate in the Inter-University Tournament(s). **The eligibility period of the student(s) shall commence from the date and year of his/her passing the 10+2 examination for the first admission in the college or University.**
  - 1.1 Students of Open Universities shall be considered to be bonafide students and shall be eligible to participate provided they fulfill other conditions. However, students enrolled in Correspondence Course institutes of Universities, casual students, external students and students pursuing Bridge Courses shall not be eligible to participate.
  - 1.2 Ph.D., M.Phil and students of Compartment Cases will be eligible to participate only if in terms of the concerned University's rules they are regarded to be bonafide students and fulfill other conditions laid down in this behalf.
2. All eligible students while participating in the Inter-University Tournaments shall fulfill the following conditions:
  - a) not more than 7 years have elapsed since a student passed the examination qualifying him/her for first admission to a degree or diploma course of a University or college affiliated to a University.
  - b) The seven year eligibility period mentioned above shall be distributed as mentioned below:-
    - i. not more than 4 years while pursuing graduate courses. However, in case of universities where students are admitted to the Graduate Courses after passing 10+2 examination or equivalent examination, the period of 3 years shall be extended by one more year than the actual length/duration of the course.
    - ii. not more than 3 years while pursuing Post Graduate Studies, the period of two years shall be extended by one more year than the actual length/duration of the course.

Irrespective of any other conditions like change of class/course/faculty, joining lower class from higher, changing academic to professional courses or vice-versa, provided students admitted, after passing 10+2 examination, to graduate courses of more than 3 years duration like Medical, Engineering, Agriculture, Pharmacy and Physical Education etc. shall be eligible to participate in the Inter-University Tournament(s) for one year more than the actual length of such graduate courses.

For the purpose of determining the number of years under the present rules:-

- a) Graduate courses shall be treated to be those where the admission is sought after passing 10+2 or equivalent examination, as the case may be.
  - b) All other courses where admission is obtained after passing graduate degree examinations, e.g. LLB., MBBS, B.Ed. & B.Lib. etc. will be clubbed with other postgraduate courses like M.A., M.Sc., M.Com., M.Lib., M.Ed. & B.P. Ed. Etc.
3. Only students who are less than 25 years of age as on 1st July of the academic year in which the tournament is held, can participate.
  4. A student employed on full time basis shall not be eligible to participate. However, the student(s) receiving stipends from Public and Private Sector with a view to arrange financial support for his/her studies can also participate in Inter University Tournament.
  5. A student shall not be allowed to represent more than one University in Inter-University Tournaments during a single or same academic year.
  6. Provisional admission to a course of University or college shall not make the student(s) eligible to represent the University in Inter-University Tournament.
  7. In case of a student migrating from one University to another, his/her migration case will be considered eligible only after his/her admission in the new University is regularized and he/she is admitted as a bonafide and eligible by the new University.

#### B. Explanation:-

- i. In case of students changing from one course to another the period spend in the previous course before joining the new course shall be counted towards total period of eligibility for participation in Inter-University Tournaments.
- ii. One year means the academic year in which the tournament is held irrespective of whether the student's result is declared or not. It will normally extend from June/July of one year to 12 calendar months to the next year.

- iii. A bonafide and eligible University/college student shall be allowed to participate in Inter-University Tournaments not more than two years in a particular class, maintaining the same restriction of participation to a period of one year more than the normal length/duration of a degree/course both at Graduate and Post Graduate levels. For example, not more than four years while students are pursuing Graduate Course/Degree and not more than three years while they are pursuing Post Graduate Course/Degree shall be allowed to participate, as the case may be.
- iv. Interchange of faculty is allowed, provided the student passes his/her first year of the class/course. If the candidate participates for two years in one particular class and if he/she changes course for the identical year, he/she shall not be eligible to participate in Inter-University Tournaments unless he/she clears/passes 1st year of the new course.
- v. Students joining lower class/course from higher professional course/degree, merely for the sake of participation or winning Inter-University Competition(s) at the cost of their studies, shall not be encouraged to ensure holistic development of personality of the University Youths - future leaders of India.

### **C. Disqualification for violation of rules:-**

- 1. Any disqualification of an athlete on the grounds of ineligibility will result in the automatic scratching of his/her team, for that academic year. The team may be debarred from participating in the tournament (in that game/event) to be held in the following year, if necessary.
- 2. A Player/athlete disqualified on the basis of ineligibility shall not be permitted to participate in University tournaments the next year, if necessary.
- 3. Those players, who are selected for representing Indian Universities Team(s) to participate in Sr. National Level Tournaments if they represent some other organizations/state teams without the permission of AIU, they shall be debarred from participation in the Inter-University Tournaments and Sr. National Championships as the case may be.
- 4. It shall be mandatory for those students who are sponsored by the Private and Public Sector on stipend basis while studying in Universities and colleges to represent college / University / Indian Universities team(s) for participating in the corresponding competitions such as Inter-college, Inter-University and Sr. National Championships respectively because of the fact that their admission is based on the sports quota in various colleges and Universities.
- 5. In case of violation of these rules, the College or University authorities shall have the power to cancel the admission/ candidature of the defaulting sportsperson(s). Further, these institutions may disallow them from appearing in the Annual Examinations, as the case may be, if necessary.

**ANNEXURE III****PROFORMA OF AFFIDAVIT FOR SPORTSPERSONS CATEGORY**

(on Non-Judicial paper for Rs. 3 duly attested by Notary/1st/Ind Class Magistrate)

**AFFIDAVIT**

I, \_\_\_\_\_ (name), son/daughter of Shri \_\_\_\_\_ (Father's name), born on \_\_\_\_\_ of \_\_\_\_\_ (address), hereby, solemnly declare and affirm as under:-

1. That as Sportsman / Sportswoman in \_\_\_\_\_ (name of discipline), I have represented the team(s) in the competitions(s) on \_\_\_\_\_ date(s) and also of named positions(s) as indicated in the table below:-

S.No.	Sports Disciplines	Team Represented	Name of the competition and year	Venue / Date	Position Secured
1.					
2.					
3.					
4.					
5.					

2. That the certificate(s) mentioned below are produced by me in support of the above are authentic:

- (i)  
(ii)  
(iii)

3. I understand that in case the information/documents supplied by me are found to be false, incorrect or forged, I shall be liable for criminal action in terms of the provisions contained in the Indian Penal Code.

**DEPONENT****VERIFICATION**

I, the above mentioned deponent do hereby solemnly declare and affirm that the above contents are true to the best of my knowledge and belief and nothing has been concealed therein.

**Note: IN CASE OF MINOR, THE AFFIDAVIT SHALL BE FILLED IN BY HIS/HER PARENTS/GUARDIANS WITH SUITABLE AMENDMENTS.**

**ANNEXURE IV****AFFIDAVIT**

I, \_\_\_\_\_ Son/daughter of \_\_\_\_\_ Resident of \_\_\_\_\_ do hereby declare as under:-

- (i) That I am seeking admission in University Business School, Chandigarh/ PURC, Ludhiana, under the Sports Category.
- (ii) That in case I am admitted to the above said department I shall regularly attend the grounds for practice and I shall also participate in P.U. Campus Sports Activities including P.U. Campus Annual Athletic Meet / Inter-collage / Inter-University/ National / Inter-National Sports Tournament on behalf of the P.U. Campus and the Panjab University, if selected.
- (iii) That in case I fail to regularly attend the Grounds for practice or fail to participate in the Tournaments as and when required, my admission to the University Business School, Chandigarh / PURC, Ludhiana, shall be liable to be cancelled.
- (iv) That in case my admission in University Business School, Chandigarh/ PURC, Ludhiana, is cancelled due to my failure to regularly attend the grounds for practice or to participate in the Panjab University Campus Sports Activities (including Annual Athletic Meet)/Inter-college / Inter-university / National / International Sports tournaments as may be required by the Deputy Director, Physical Education or the Director Sports, Panjab University, I shall have no claim on any account whatsoever against the department or against the university.

**DEPONENT****VERIFICATION**

I solemnly declare that the above statement is correct to the best of my knowledge and belief and that nothing has been concealed therein.

**DEPONENT**

## ANNEXURE V

### GRADING FOR SPORTS PERSONS

Note:- Tournaments / Championship other than Inter-University / Inter college/ Inter School will be considered for Gradation provided they are recognized and organized by the International Olympic Committee, Indian Olympic Association / International Federations and respective National Federations.

#### CATEGORY 'A'

1. A person getting any of the first three positions in the Olympic Games / world Cup Tournaments / Commonwealth Games / Afro Asian Games / Asian Games / Asian Championships/ World University Games (FISU) / Davis Cup/ Grand slam in Tennis.
2. A person getting any of the first three positions in the S.A.F. Games.
3. A person representing India in the Olympic Games/World Cup tournaments/Commonwealth Games/Afro-Asian Games/Asian Games/Asian Championships/World Universities Games (FISU)/Davis Cup/Grand Slam/SAF Games.
4. A person getting any first three positions while representing National team of Juniors in the International tournaments abroad and within the country.

#### CATEGORY 'B'

1. A person representing India in international tournament or official test for seniors abroad and within the country.
2. A person included in the All India Combined Universities team for seniors abroad and within the country.
3. A person getting any of the first three positions in the National Games.
4. A person getting any of the first three positions in the Senior National Championships / Inter-state tournament for seniors.
5. A person getting any of the first three positions in the All India Inter University tournaments.
6. A person representing India in International tournament or official test for Juniors abroad and with in the country.
7. A person included in the All India Combined Universities teams for Juniors\* abroad and within the country.
8. A person representing National teams for Schools in the international tournaments or official test within the country and abroad.
9. A person getting any of the first three positions in the National Zonal/ Zonal Inter-University meet or Championship / Vizzy trophy for seniors.
10. A person getting any of the first three positions in the National Championships for Juniors\*
11. A person getting any of the first three positions in the National Championship for Youth\*\*
12. A person getting any of the first three positions in the National Championship for Schools.
13. A person getting any of the first three positions in the Federation Cup for Seniors.
14. A person getting any of the first three positions in the National Women Sports Festival.

#### CATEGORY 'C'

1. A person included in the Panjab University team in the Inter-University Tournaments.
2. A person included in the State/Union-Territory teams in the National Games for seniors.
3. A person included in the State/Union- Territory teams in the Senior National Championships/Inter-state for seniors.
4. A person included in the University team other than the Panjab University in the Inter-University tournaments.
5. A person included in the State/Union Territory teams in the Federation Cup for seniors.
6. A person included in the State/Union Territory teams in the National Women Sports festival.
7. A person getting any of the first three positions in All India Inter-Professional University Sports Meet of Agriculture, Law, Medicine, Technical and Management Universities.
8. A person included in the professional University team in Inter-Professional University tournaments.
9. A person getting any of the first three positions in the Inter-college tournaments other than Professional Universities.
10. A person getting any of the first three positions in Inter-college tournaments of Professional Universities.
11. A person getting any of the first three positions in the Inter-Distt ./Union Territory Championships for seniors.
12. A person included in the State/Union Territory Junior teams in the National Championships.
13. A person included in the State/Union Territory Youth team in the National Championships.
14. A person included in the State / Union Territory Schools / CBSE/ Kendriya Vidyalaya Sangathan teams in the National School Games.
15. A person getting any of the first three positions in CBSE national championships.
16. A person getting any of the first three positions in the State Junior / Union Territory Championships for Junior.
17. A person getting any of the first three positions in the State School / Union Territory School Games.
18. A person getting any of the first three positions in the State Youth / Union Territory Youth Championships / tournaments.

#### CATEGORY 'D'

1. A person getting any of the first three positions in the University 'B' Division/Evening and Education Inter- college tournaments.
2. A person getting any of the first three positions in the residential University / PU Campus Championships or tournament.

---

\* Junior means above 16 and up to 22 years of age  
\*\* Youth means above 14 and up to 16 years of age

## UNIVERSITY BUSINESS SCHOOL, PANJAB UNIVERSITY, CHANDIGARH

University Business School (formerly, Department of Commerce and Business Management) has been imparting quality management education to develop dedicated, innovative and effective managers, researchers and teachers for four decades. The re-christening of the Department of Commerce and Business Management as University Business School in 1995 by the Panjab University, symbolizes the recognition of completeness and maturity of the Department as a center of management education in India. The transformation from a Department to a school has given it a distinct identity as a 'School of Thought'.

The philosophy of the management education at the University Business School is built on an integrative value system. It is motivated by duty bound work ethics, humane approach and scientific temper. The philosophy of the school is translated into a mission of creating wholesome personality of human beings with a view to produce efficient and innovative managers, researchers and teachers. Modern attitude, practical wisdom, knowledge and skill relevant for management, are deeply ingrained in the students.

The School uses rigorous multifaceted pedagogy with an effective interface with the industry to translate the mission into action. It creates opportunities for its student to enhance their understanding of economic, social and political environment to enlarge their ability not only to adjust to change but to become catalyst, and to develop their power to conceptualize, decide and communicate.

The faculty of the University Business School, trained in India and abroad, has earned international recognition in the industry and academia. The students produced by the School have made a mark in the world of business. UBS has been recognized by the University Grants Commission under Special Assistance Programme for the following thrust areas:

- (i) Supply Chain Management and International Comparative Management
- (ii) Social Responsibility and Human Resources Accounting
- (iii) Investment Decision Making and Innovative Financing

University Grants Commission has also covered UBS under its prestigious ASIHSS Programme.

University Business School has consistently been among the top business schools of India. It has achieved almost 100% placement during 2007-2008. Top companies of India participated in the placement process.

The faculty interacts with industry through consultancy assignments, management development programmes, and industry focused research and case studies. A good number of top executives from the industry around Chandigarh take regular classes at the School, which helps in imparting pragmatic sense to the teaching-learning process. In addition, management luminaries are invited for special lectures.

Practical experience in the actual work environment of the industry is the necessary component of the full time management programmes. It is compulsory for every student to go for a summer training of eight weeks duration at the end of first year. The students relate their classroom learning with the reality of management, and second year programme becomes more goal oriented and meaningful. The students take Research Project based on some aspects of business in the third and fourth semester of the educational programme.

The School is well equipped with the modern methods of teaching and teaching aids. The course work is demanding. The performance of the student is continuously evaluated through class participation, written assignments, class tests in addition to mid-semester and end-semester examinations. UBS has a well-organised placement cell for full time students. Every year a placement brochure is prepared containing brief bio-data of the final year students, and sent to reputed organizations. Nearly all the students get placement through campus interviews.

The excellence of the UBS can be gauged by the praise worthy performance of its alumni who have made their mark in establishing and managing renowned business organisations. The Alumni also hold faculty positions in the top management institutes of the world. Many of them are in multinationals and in the Indian Administrative Services.

UBS has a demanding Ph.D. programme. A large number of students, both Indian and overseas, have earned their doctorates in different areas of management and commerce.

### FEE STRUCTURE

#### i) Other than Foreign Nationals/NRI

Generally the candidates will have to deposit Rs. 8,232/-\* by Demand Draft in favour of Registrar, Panjab University Chandigarh, payable at Chandigarh towards part payment of the tuition fee and other university charges.

Further, the candidates will have to deposit Rs. 10,000/-\* by Demand Draft in favour of the Chairman, University Business School, Panjab University, Chandigarh, payable at Chandigarh, towards Summer Placement, Teaching Materials, Business Club and Computer Charges etc.

#### ii) Foreign Nationals/NRI

For Foreign Nationals/NRI candidates, the total fee is US\$ 5,880\* per year. This consists of tuition fee US\$ 5,300\* and Student Development Fund (non refundable) of US\$ 580\* per year. Registration fee US\$ 620\* (or US\$ 420\*) will also be charged from those who have passed the qualifying examination from a University/Institution other than Panjab University. Other charges are Rs. 2677\*.

\* Fee structure is subject to change. Final fee structure will be put on the UBS website.

Further, the candidates will have to deposit Rs. 10,000/-\* by Demand Draft in favour of the Chairman, University Business School, Panjab University, Chandigarh, payable at Chandigarh, towards Summer Placement, Teaching Materials, Business Club and Computer Charges etc.

#### DETAILED INSTRUCTIONS

Detailed instructions with respect to fee will be put on UBS website before counseling. The Board of Control, University Business School, Panjab University, Chandigarh has the final authority regarding admissions and changes can be made in the existing rules, according to the rules as given in the '**Handbook of Information & Rules for Admissions 2009**' of the University.

### EDUCATIONAL PROGRAMMES University Business School, Panjab University, Chandigarh

MASTER OF BUSINESS ADMINISTRATION (MBA) Two-Year, Full Time	64 <sup>1</sup> +1 <sup>2</sup> SEATS
MASTER OF BUSINESS ADMINISTRATION (INTERNATIONAL BUSINESS) MBA (IB) Two-Year, Full Time	30 <sup>1</sup> +3 <sup>2</sup> SEATS
MASTER OF BUSINESS ADMINISTRATION (HUMAN RESOURCE) MBA (HR) Two-Year, Full Time	30 <sup>1</sup> +3 <sup>2</sup> SEATS
MASTER OF BUSINESS ADMINISTRATION (BIOTECHNOLOGY) MBA (Biotech) Two-Year, Full Time	14 SEATS
MASTER OF BUSINESS ADMINISTRATION <sup>#</sup> (EXECUTIVE) MBA (Executive) Three-Year, Evening Course	35 <sup>1</sup> SEATS
M.COM (E.-COMMERCE) <sup>#</sup> Two-Year, Full Time	25 <sup>1</sup> SEATS
DOCTOR OF PHILOSOPHY Ph.D.	20 SEATS

**NOTE:- There are seats for Foreign Nationals/NRI in MBA, MBA(IB), MBA(HR) & MBA(BIOTECH).**

---

\* Fee structure is subject to change. Final fee structure will be put on the UBS website.

<sup>1</sup> The number of seats in 2009-10 is subject to change in the light of the implementation of OBC quota.

<sup>2</sup> Indicate seats reserved for Defence Sponsored Officers

# Details about these programmes and the admission procedure can be sought separately from UBS, Panjab University, Chandigarh, office.

**REQUIREMENT OF 75% ATTENDANCE OF THE TOTAL NUMBER OF LECTURES IN THEORY AND PRACTICALS AS STIPULATED BY THE UGC IS MANDATORY FROM THE ACADEMIC SESSION 2002-2003.**

**RAGGING IS STRICTLY PROHIBITED. GUILTY WILL BE PUNISHED WITH FINE AND / OR EXPULSION FROM THE HOSTEL / UNIVERSITY.**

**UNIVERSITY IS SMOKE FREE CAMPUS, SMOKING AND DRUG ABUSE IS PROHIBITED.**

**TO KEEP THE CAMPUS CLEAN AND ENVIRONMENT FRIENDLY, WE PROMOTE WALKING INSTEAD OF MOTORING VEHICLES USE, AVOID POLYTHENE BAGS AND LITTERING.**

# University Business School

## PANJAB UNIVERSITY, CHANDIGARH

### FACULTY & ADMINISTRATION

#### CHAIRMAN

**Prof. Dinesh K. Gupta**

M.Com. & Ph.D.(PU)

#### PROFESSORS

**T. N. Kapoor**  
(Professor Emeritus)

**Satish Kapoor**  
B.Tech. (Aero) (IIT) (Madras)  
MBA (New York), Ph.D. (PU)

**S. C. Vaidya**  
M.Com. & Ph.D. (PU)

**Yesh Pal**  
M.Sc., (Stat), M.Phil & Ph.D. (PU)

**Dinesh K. Gupta**  
M.Com. & Ph.D. (PU)

**Meenakshi Malhotra**  
MBA (Pune), Ph.D. (PU)

**A. K. Vashisht**  
M.Com. (PU), LLB (PU) M.Phil. &  
Ph.D (HPU)

**S. K. Chadha,**  
M.Com., Ph.D. (PU)

#### READERS

**Smriti Sood**  
MBA, M.Phil. (H.P.U.), Ph.D. (PU)

**Indu Garg,**  
M.Sc.(Applied Maths) (Roorkee U),  
Ph.D. (PU)

**Anupam Bawa**  
MBA (PU), Ph.D. (Pbi. U)

**Sanjeev K. Sharma**  
M.Sc. (Hons) (PU), M M S (BHU),  
LLB (PU),FDPM (IIMA), Ph.D. (PU)

**B. B. Goyal**  
M.A.(Eng.) MBA (MDU), Ph.D (Pbi. U),  
Advance Diploma in Labour Laws

**Sanjay Kaushik**  
M.Com. & Ph.D. (PU)

**Parvinder Arora**  
M.Com. (PU), Ph.D. (Pbi.U)  
(On Leave)

**Suveera Gill**  
M.Com. & Ph.D. (PU)

**Karamjeet Singh**  
M.Com, Ph.D. (GNLU)

**Parmjit Kaur**  
M.Com. & Ph.D. (PU)

**Meena Sharma**  
M.Com.(PU), Ph.D.(MDU)

**Ajay K. Garg**  
MBA (PU), FPM (IIM-B)  
(On Leave)

#### LECTURERS

**Gurmala Suri**  
M.Sc. (Statistics), PGDCA (KU),  
Ph.D.(Agra U)

**Navdeep Kaur**  
M.Com. & Ph.D.(PU)

**Luxmi**  
MBA (MDU), Ph.D. (GJU)

**Purva Kansal**  
MBA (HPU), Ph.D. (PU)

**Monica Bedi**  
MBA & Ph.D (PU)

**Tajinder Pal Singh**  
M.Com. (PU), Ph.D.(Pbi.U)

**Amit Kaushik**  
MBA (HR) & Ph.D. (PU)

#### LIBRARY

**S. S. Bedi**  
M.A. (Econ.) & M.Lib. & Inf. Sc. (PU)  
Dy. Librarian

#### ADMINISTRATION

**Anuradha Makhija**  
Assistant Registrar

**Devinder Singh Pathania**  
Superintendent

*In case of any further information  
contact:*

**ASSISTANT REGISTRAR**  
University Business School, Panjab  
University, Chandigarh-160014

Phone : 0172-2534701, 2534702  
Fax : 0172-2541591

Email  
**arubs@pu.ac.in**

Website  
**<http://ubs.puchd.ac.in>**

# University Business School

## PANJAB UNIVERSITY REGIONAL CENTRE, LUDHIANA

### **MBA PROGRAMME** (on the basis of self finance scheme)

MBA program at Panjab University Regional Centre, Ludhiana, was launched in 2007 in order to meet the ever increasing need for talented managers. Ludhiana being the industrial hub of Punjab, having a number of large, medium and small scale industrial units primarily in textile, hosiery and bicycle industries, requires a large number of managers. Panjab University decided to make available quality management education at Ludhiana so that the needs of the industry for capable managers could be met.

PURC has a well stocked library, an auditorium and a computer lab.

### **MASTER OF BUSINESS ADMINISTRATION - (MBA) - Two-Year, Full Time**

**Number of seats for MBA Programme : 50<sup>1</sup> SEATS**

**NOTE:- There are seats for Foreign Nationals/NRI in MBA.**

#### **FEE STRUCTURE**

i) **Other than Foreign Nationals/NRI**

Fee: Rs 1,52,212\* by Demand Draft in favour of Registrar, Panjab University Chandigarh, payable at Chandigarh towards part payment of the tuition fee and other university charges.

ii) **Foreign Nationals/NRI**

For Foreign Nationals/NRI candidates, the total fee is US\$ 5,880\* per year. This consists of tuition fee US\$ 5,300\* and Student Development Fund (non refundable) of US\$ 580\* per year. Registration fee US\$ 620\* (or US\$ 420\*) will also be charged from those who have passed the qualifying examination from a University/Institution other than Panjab University. Other charges Rs. 2677\*. Fees to be paid by Demand Draft in favour of Registrar, Panjab University, Chandigarh, payable at Chandigarh.

#### **DETAILED INSTRUCTIONS**

Detailed instructions with respect to fee will be put on UBS website before counseling. The Board of Control, University Business School, Panjab University, Chandigarh, has the final authority regarding admissions and changes can be made in the existing rules, according to the rules as given in the '**Handbook of Information & Rules for Admissions 2009**' of the University.

<sup>1</sup> The number of seats in 2009-10 is subject to change in the light of the implementation of OBC quota.

\* Fee structure is subject to change. Final fee structure will be put on the UBS website.

## **FACULTY & ADMINISTRATION**

### **RESIDENT CO-ORDINATOR**

**Taranjeet Singh**

MBA (DAU), BE (Mech.) (MITS-Gwalior)

#### **LECTURERS**

**Taranjeet Singh**

MBA (DAU),  
BE (Mech.) (MITS-Gwalior)

**Monika Kansal**

M.Com.(PU)

**Nidhi**

MBA

#### **LIBRARY**

**C.P. Chaudhary**

M.A.(Econ.) & M.Lib.& Inf.Sc (BHU)

Asstt. Librarian

P.U. Extension Library

#### **ADMINISTRATION**

**A.S Randhawa**

BE(Civil) & MFC (Pbi. U)

Assistant Registrar

*In case of any  
further information contact :*

#### **ASSISTANT REGISTRAR**

Panjab University Regional Centre,  
Ludhiana.

Phone: : 0161-2448917

Fax:: 0161-2443830