



## **NALSAR University of Law, Hyderabad (Accredited with 'A++ Grade' by NAAC)**

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# **ADMISSION NOTIFICATION for 5-Year Integrated B.B.A – M.B.A. 2021-22 (Integrated Program for Management)**

NALSAR University of Law was established by Act No. 34 of 1998 to provide comprehensive legal education and to promote quality researches in the discipline of law and allied subjects both in regular as well as distance mode. Ever since its establishment, it has emerged as one of the preferred destinations for bright students from across India. The University campus is located on sprawling 50-acre site abutting the Shameerpet Lake about 26 kilometres from Hyderabad.

NALSAR University of Law has been graded as Category-I University by the UGC under Categorization of Universities (only) for Grant of Graded Autonomy Regulations, 2018. NALSAR has been accredited by NAAC with 'A' grade (A++ as per new grading system) with 3.60 CGPA out of 4.00 which is the highest score among all the National Law Universities. Apart from 2 year MBA, Undergraduate 5-year B.A., LL.B.(Hons.), LL.M. Programme, M.Phil., Ph.D. and Integrated LL.M., Ph.D. programmes, the University through its Department of Management Studies (DoMS) also offers the 5-Year integrated B.B.A - M.B.A. (IPM) Programme in regular mode.

### **1. ABOUT THE 5-YEAR INTEGRATED BBA – MBA PROGRAM**

The five-year Integrated Programme in Management (IPM) is a unique programme launched by NALSAR to produce dexterous, legally aware and ethical managers for young ignited individuals aspiring to make it big in the corporate world. The integrated programme is aimed at developing futuristic leaders with a strong focus on holistic personality development. Located in a conducive atmosphere, NALSAR promises to offer the best of management education embedded with law to produce legally aware managers to handle the extremely dynamic business scenarios. With the best-in-class faculty, the programme promises to be in a constant dialogue with business leaders, thought leaders, civil-society actors and academicians for providing strong bedrock for the future managers.

The objective of the program is to cater to a wider audience to impart key skills required to make managerial decisions and contribute to the high performing workplace. It primarily aims at:

- Imparting quality management education to the learners
- Encourage learners to think beyond Job description and focus on ways to align with overall corporate strategy
- Developing and delivering need based and customized management perspective to the learners
- Application of the classroom learning in workplace and special projects
- Peer learning through sharing of experiences in an academic setting

## 2. ELIGIBILITY

A. The applicants for the Five-year Integrated BBA-MBA program should meet the following eligibility criteria:

- i. Must have completed their Class 10+2 or equivalent examination from a recognized board with a minimum of 60% aggregate marks (50% for SC/ ST candidates);
- ii. Should have valid CLAT (2021)/IPMAT – 2021 (IIM Indore)/IPMAT – 2021 (IIM Rohtak)/JIPMAT - 2021(IIM Jammu & IIM Bodhgaya)/JEE - 2021 (Mains) score card.

**Note:***Candidates appearing for their 10+2 or equivalent examination can also apply. Candidates who have applied for CLAT (2021)/IPMAT – 2021 (IIM Indore)/IPMAT – 2021 (IIM Rohtak)/JIPMAT - 2021(IIM Jammu & IIM Bodhgaya)/JEE - 2021 (Mains) can apply with the proof of the registration for the said tests. They need to submit the score cards immediately after declaration of the merit list of the said examinations but before the last date to submit the application form i.e. 30<sup>th</sup> June 2021*

B. To be eligible for admission under the Resident Student of Telangana category seats, in addition to complying with the eligibility as mentioned above, candidates must fulfill the following conditions and must secure appropriate rank in order of merit in CLAT (2021)/IPMAT – 2021 (IIM Indore)/IPMAT – 2021 (IIM Rohtak)/JIPMAT - 2021(IIM Jammu & IIM Bodhgaya)/JEE - 2021 (Mains):

- i. a person who after studying in the State of Telangana for four consecutive years appears for the qualifying examination in the same State  
(or)
- ii. a person who has in the previous seven years resided in the State of Telangana for at least a period of four years, and completed the qualifying examination, i.e., 10+2 or equivalent from the educational institutions in the State of Telangana.

### 3. INTAKE AND RESERVATION

Category	TOTAL Seats Category-wise	No. of Seats for All India candidates	Number of Seats for Resident Students of Telangana
General	41	37	04
Scheduled Caste	09	07 (15%)	02 (15%)
Scheduled Tribe	05	04 (7.5%)	01 (6%)
OBC	05	NIL	05 (29%)
			A (7%)-01;
			B (10%)-01;
			C(1%)-01;
			D(7%)-01;
			E(4%)-01]
TOTAL SEATS	60	48	12

30% (18 seats) Horizontal reservation shall be applicable for Female candidates for admission to Integrated BBA-MBA course.05% (03 seats) Horizontal reservation shall be applicable for Persons with Benchmark Disabilities (PWD).

**Note:** Three additional candidates may be admitted over and above the sanctioned intake through CLAT (2021)/IPMAT – 2021 (IIM Indore)/IPMAT – 2021 (IIM Rohtak)/JIPMAT - 2021(IIM Jammu & IIM Bodhgaya)/JEE - 2021 (Mains) for the 5 year integrated BBA-MBA program out of which one seat shall be offered to Resident Students of Telangana General Category and two seats shall be offered to All India General Category candidates.

**The Intake and Reservations may vary as per the decision of the University Bodies.**

If a Resident Student of Telangana qualifies for admission in the regular All India merit, he / she shall be considered against the All-India Seat only and not against Telangana Quota Seat. If no candidate is available against the Seats reserved for Resident Students of Telangana, such Seats shall be added to the relevant Categories under All India Quota. The vacant seats of Resident Student of Telangana - OBC shall be converted to Resident Students of Telangana General Category and later to All India General Category.

The unfilled Seats reserved for Scheduled Caste candidates are assigned to Scheduled Tribe candidates and vice-versa. If sufficient eligible SC and ST candidates are not available to fill such Seats, they are reallocated to General Category candidates in order of merit.

### 4. DIRECT ADMISSION UNDER FOREIGN NATIONAL CATEGORY

12 (twelve) seats are allocated to Foreign Nationals for this course out of which 4 (four) seats are for candidates from SAARC Countries and 4 (four) seats for candidates from non- SAARC Countries and 4 (four) seats for ICCR / Government of India nominees. **The candidates who possess citizenship of a country other than India shall only be considered under this Category.** Foreign Nationals need not take CLAT (2021)/IPMAT – 2021 (IIM Indore)/IPMAT – 2021 (IIM Rohtak)/JIPMAT - 2021(IIM Jammu & IIM Bodhgaya)/JEE - 2021 (Mains)and should apply directly to NALSAR.

Note: The vacant seats of ICCR / Govt. of India Nominees and the SAARC shall be offered to the candidates from Non-SAARC Countries. If there are vacant seats in the Non-SAARC category, they may be offered to SAARC Countries, if candidates are available. If there are no candidates under SAARC and Non-SAARC category, then the vacant seats may be offered to ICCR/Govt. of India

*Nominees. If sufficient candidates are not available under Foreign National Category, University may invite applications till the closure of admissions and the seats may be filled as per merit.*

## 5. ADMISSION PROCEDURE

The admissions to the Integrated BBA-MBA Degree Program will be made considering the CLAT (2021)/IPMAT – 2021 (IIM Indore)/IPMAT – 2021 (IIM Rohtak)/JIPMAT - 2021(IIM Jammu & IIM Bodhgaya)/JEE - 2021 (Mains), Academic credentials, and Personal Interview. Admissions will be offered as per the above-mentioned criteria.

Based on merit at the admission test and performance in 10<sup>th</sup> and 10+2 or equivalent examination, the candidates will be short listed for personal interview. If a candidate appears for more than one test, the candidate may choose to submit the best one as per his/her choice. Alternatively the candidate may upload all the scorecards of which the best will be considered for the preparation of merit list through the process of standardization/normalization.

<b>Component</b>	<b>Weightage</b>
Performance in the aforementioned entrance examinations	50%
Performance in 10 <sup>th</sup>	12.5%
Performance 10+2	12.9%
Personal Interview	25%
Total	100%

## 6. Important Dates

<b>Particulars</b>	<b>Date</b>
Last date to apply online	June 30, 2021
Release of shortlisted candidates for Personal Interview	July 7, 2021
Personal Interview (PI)	July 24 & 25, 2021
Declaration of Merit List	July 29, 2021
Acceptance of Offer	Aug 4, 2021
Induction	Aug 16 & 17, 2021
Academic Session Begins	Aug 18, 2021

## 7. FEE STRUCTURE

Particulars	Integrated BBA-MBA (Amount)
Tuition Fee	<ul style="list-style-type: none"><li>Rs. 3,00,000/- p.a. (Indian Nationals)</li><li>USD 10,000 p.a. or equivalent Indian Rupees (for students from SAARC countries)</li><li>USD 15,000 p.a. or equivalent Indian Rupees (for students from Non – SAARC Countries)</li></ul>
User charges (Room Rent, Electricity, Water, Internet Charges etc.)	Rs. 67,000/- p.a.
Refundable Deposits	Rs. 20,000/- (Rs. 14,000/- for SC/ST)

Note:

1. There shall be an increase of Rs.5,000/- p.a. for Indian Nationals and students from SAARC countries and Rs.10,000/- p.a. for students from Non-SAARC countries in the Tuition Fee every academic year for the 5-year integrated B.B.A.M.B.A. Degree Programme.
2. Payment towards Mess shall be made separately by the students in advance on yearly basis which comes to approximately Rs. 35,000/- p.a.
3. The fees / charges are provisional and subject to revision from time to time as per the decision of university bodies.

### Financial Aid

Fee Concessions/Scholarships are provided to economically weak and meritorious students as per university rules and regulations

## 8. CURRICULUM& COURSE STRUCTURE

The Programme is designed in consonance with the Choice Based Credit Policy of the UGC and consists of core, ability enhancement, skill enhancement and elective (discipline specific and generic) courses.

The total credits offered during the programme are three hundred and nine only. Students are required to complete a minimum of two hundred and eighty-five credits for the award of the integrated BBA-MBA degree. The total credits offered in the first three years (at BBA stage) are one hundred and seventy one, whereas, a total of one hundred and thirty eight credits are offered in the last two years (at MBA stage).

After three years of undergoing foundational training, the integrated programme participants graduate to NALSAR's 2 year MBA programme for 4th & 5th year of their study. Students may also avail of the exit option after 3rd year of study with a B.B.A. degree.

The course map of the five-year integrated BBA- MBA programme is as follows:

<b>Year 1</b>	<b>Term I</b>		<b>Term II</b>		<b>Term III</b>	
	English (Ability Enhancement Compulsory Course)	2	Language and Literature (Ability Enhancement Compulsory Course)	2	Fundamentals of Communication (Ability Enhancement Compulsory Course)	2
	Mathematics for Managers-1 (Core Course with Tutorial)	5	Mathematics for Managers-2 (Core Course with Tutorial)	5	Mathematics for Managers-3 (Core Course with Tutorial)	5
	Business Studies	4	Principles and Practices of Management-1	4	Principles and Practices of Management-2	4
	Basics of Economics (Core Course with Tutorial)	5	Psychology -1 (Core Course with Tutorial)	5	Psychology-2 (Core Course with Tutorial)	5
	Constitution and Business	2	Personality Development (Skill Enhancement Course)	2	History of Business	2
	<b>Total Credits</b>	<b>18</b>	<b>Total Credits</b>	<b>18</b>	<b>Total Credits</b>	<b>18</b>
<b>SIP-I (Social Sector) (May and June)</b>						
<b>Year 2</b>	<b>Term IV</b>		<b>Term V</b>		<b>Term VI</b>	
	Political Science	3	Business Ethics (Core Course with Tutorial)	5	Human Values	4
	Business Statistics-1 (Core Course with Tutorial)	5	Business Statistics-2 (Core Course with Tutorial)	5	Introduction to Algorithm (Core Course with Tutorial)	5
	Indian Economy (Core Course with Tutorial)	5	Logical Reasoning and Thinking	3	Indian Politics and Policy	3
	Introduction to Excel (Core Course with Lab)	4	Advanced Excel-Macros (Core Course with Lab)	4	Society and Sustainability (Core Course with Tutorial)	5
	Environment Management (Ability Enhancement Compulsory Course)	2	Indian Heritage & Culture	2	Corporate Etiquettes & Image Management (Skill Enhancement Course)	2
	<b>Total Credits</b>	<b>19</b>	<b>Total Credits</b>	<b>19</b>	<b>Total Credits</b>	<b>19</b>
<b>SIP-II (Start Ups) (May and June)</b>						
<b>Year 3</b>	<b>Term VII</b>		<b>Term VIII</b>		<b>Term IX</b>	
	Money, Banking and Public Finance (Core Course with Tutorial)	5	Fundamentals of Business Research (Core Course with Tutorial)	5	Introduction to Accounting (Core Course with Tutorial)	5
	(Discipline Centric Elective - 1 – Chose any one)	4	(Discipline Centric Elective – 3 – Chose any one)	4	(Discipline Centric Elective -4 – Chose any one)	4
	1. Introduction to Data Structure		1. Introduction to Database		1. Data Visualization	
	2. Introduction to Innovation		2. Introduction to Critical Thinking & Creativity		2. Frugal Innovation	
	(Discipline Centric Elective 2 – Chose any one)	4	(Generic Elective – 2 – Chose any one)	4	(Generic Elective – 4 – Chose any one)	4
	1. Introduction to Entrepreneurship		1. Team Building and Teamwork		1. International Trade	
	2. Bottom of Pyramid		2. Consumer Law		2. Media Law	
	(Generic Elective - 1 – Chose any one)	4	(Generic Elective – 3 – Chose any one)	4	Organizational Structure and Design	4
	1. Corporate Relationship Management		1. Social Entrepreneurship		Gender Justice	
2. Law of Torts	2. Environmental Law					
Introduction to Philosophy of Management	3	Personal Branding	3			

	<b>Total Credits</b>	<b>20</b>	<b>Total Credits</b>	<b>20</b>	<b>Total Credits</b>	<b>20</b>
<b>SIP-III (Corporates) (May and June)</b>						
<b>Year 4</b>	<b>Term X</b>		<b>Term XI</b>		<b>Term XII</b>	
	Advanced Statistics for Managers	4	Business Research Methods	4	Operations Research	4
	Business Communication	3	Marketing Management-II	3	Marketing Research	4
	Accounting for Managers	4	Operations Management	4	Strategic Management	4
	Organizational Behaviour	4	Managerial Economics-II	3	Introduction to Financial Management	4
	Managerial Economics-I	3	Financial Services, Markets, and Institutions	4	Business and Commercial Laws	4
	Managerial Computing	3	Business Environment	3	Management Information Systems	2
	Marketing Management-1	3	Human Resource Management	3	SYOB (Start Your Own Business)	2
	Managerial Analysis and Decisions	2	Design Thinking for Managers	2		
	<b>Total Credits</b>	<b>26</b>	<b>Total Credits</b>	<b>26</b>	<b>Total Credits</b>	<b>24</b>
	<b>SIP-IV (Corporate) (May and June)</b>					
<b>Year 5</b>	<b>Term XIII</b>		<b>Term XIV</b>		<b>Term XV</b>	
	Elective 1 (Compulsory)	4	Elective 1 (Compulsory)	4	Elective 1 (Compulsory)	4
	Elective 2 (Compulsory)	4	Elective 2 (Compulsory)	4	Elective 2 (Compulsory)	4
	Elective 3 (Optional)	4	Elective 3 (Optional)	4	Elective 3 (Optional)	4
	Elective 4 (Optional)	4	Elective 4 (Optional)	4	Elective 4 (Optional)	4
	Corporate Social Responsibility	2	Emotional Intelligence & Leadership	2	Dissertation/Industry Analysis	6
	Seminar Course 1 (Dissertation/Industry Analysis Writing Style & Topic Selection)	2	Seminar Course 2 (Research Design & Methods)	2		
	<b>Total Credits</b>	<b>12 to 20</b>	<b>Total Credits</b>	<b>12 to 20</b>	<b>Total Credits</b>	<b>14 to 22</b>
	<b>Electives Basket</b>		<b>Electives Basket</b>		<b>Electives Basket</b>	
	Security Analysis & Portfolio Management	4	Financial Derivatives	4	Mergers, Acquisition & Corporate Restructuring	4
	Advanced Financial Management and Analysis	4	Business Analysis & Valuation	4	Behavioural Finance and Financial Planning	4
	Marketing Analytics & Decision Making	4	Sales and Distribution Marketing	4	Customer Relationship Strategy & Communication	4
	Product & Brand Management	4	Digital Marketing	4	Consumer Behaviour	4
	Labor Laws	4	Training and Development	4	Strategic Performance and Compensation Management	4
	Recruitment & Selection	4	HRD Instruments and Analytics	4	Managing Diversity and Inclusion	4
	Advanced Operations Research	4	Project Management	4	Retail Management	4
Supply Chain Management & Analytics	4	Total Quality Management	4	Enterprise Resource Planning	4	

	Corporate Taxation & Corporate Governance	4	Secretarial Practice and Compliance	4	Corporate Crimes	4
	Corporate Governance and Behaviour of Board of Heads	4	SEBI LODR Regulations	4	International Corporate Governance	4
<b>Note: Each elective in the 5<sup>th</sup> year is of 4 credits; Maximum number of electives across 13th, 14th and 15th term is limited to 10; Maximum number of electives in any of the 13th, 14th and 15th terms is limited to 4; and Minimum number of electives in each of 13th, 14th and 15th term is 2</b>						

*\*The list of areas of specialization and elective courses are indicative only.*

### **General Information:**

- i. For more details visit our website [www.doms.ac.in](http://www.doms.ac.in)
- ii. Incomplete applications will not be considered for admission. Any concealment of the required information or furnishing wrong information will amount to cancellation of admission at any time without refund of fee.
- iii. The University reserves the right to modify/revise the admission procedure, course curriculum, the examination pattern and the fee structure from time to time.
- iv. Candidates appearing for 10 + 2 examination or equivalent and for CLAT (2021)/IPMAT – 2021 (IIM Indore)/IPMAT – 2021 (IIM Rohtak)/JIPMAT - 2021(IIM Jammu & IIM Bodhgaya)/JEE - 2021 (Mains) may apply now by uploading the ID card of 10 + 2 and the registration proof of the admissions tests.
- v. The candidates may log in and upload the 10 + 2 mark sheet and the score card of the admission tests as and when the results/merit lists are released by the concerned board/institute but before the closure of online applications.
- vi. If a candidate is appearing/appeared for more than one admission tests, then they may choose the best among them and upload the score card of their choice. Alternatively the candidate may upload all the scorecards of which the best will be considered for the preparation of merit list through the process of standardization/normalization.
- vii. If a candidate fails to upload the result of 10 + 2 and/or score card of the admission test before the last date of application, their candidature will not be considered for admission.
- viii. Candidates are required to check the website ([doms.nalsar.ac.in](http://doms.nalsar.ac.in)). On continuous basis for information on shortlisting for personal interviews, merit list, changes in the schedule etc.

Sd/-

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