

ST. JOSEPH'S COLLEGE OF COMMERCE

(Autonomous)

163, Brigade Road, Bangalore – 560 025

Accredited with 'A++' Grade (4th Cycle) by the
National Assessment and Accreditation Council (NAAC)

Recognized by the UGC as
“COLLEGE WITH POTENTIAL FOR EXCELLENCE”



**Post Graduate Diploma in Marketing Management
(PGDMM)**

Semester I & II

ST. JOSEPH'S COLLEGE OF COMMERCE

(Autonomous)

Affiliated to Dr Manmohan Singh Bengaluru City University

St. Joseph's College of Commerce (SJCC) was formerly a part of St. Joseph's College, established in the year 1882. The Commerce Department was established in the year 1949 and it became an independent college with its own building in Brigade Road in the year 1972.

The college has in its Vision a model for higher education which encourages individuals to dream of a socially just world and in its Mission a strategy to empower individuals in realizing that dream. With an objective of imparting quality education in the field of Commerce and Management, the college has been innovating in all aspects of higher education over a long period of time. These innovations were further bolstered with the granting of autonomous status to the college by UGC in September 2005. From then on, the college has taken a lead in reforming curriculum and syllabus, examination and evaluation pattern and teaching and learning methods through the Board of Studies, the Academic Council and the Governing Council comprising of eminent academicians, industry representatives and notable alumni.

The college has undergone four cycles of NAAC accreditation starting from the year 2000 in which it secured 'five stars', next in the year 2007 an 'A' grade, in the year 2012 again an 'A' grade and recently in February 2021 an 'A++'. It is one of the very few institutions in the country to have secured A++ grade in the fourth cycle under the Revised Accreditation Framework (RAF) and the first college in Karnataka to do so. The college was declared as a 'College with Potential for Excellence' in the year 2010. In 2011, SJCC was recognized as a Research Centre by Bangalore University. The college has been ranked 55th in the National Institutional Ranking Framework (NIRF) ratings of Ministry of Education, Government of India, in 2024 and it has been the only institution from Karnataka to make it consistently to the top 100 in the country.

The college offers diverse programmes in Commerce, Business Administration Arts and Science. Under Commerce Studies it offers B. Com, B. Com (Professional-International Accounting and Finance), B. Com (BPM- Industry Integrated), B. Com (Travel and Tourism), B. Com (Analytics), B. Com (Professional - Strategic Finance), M. Com (Finance & Taxation/ Marketing & Analytics), M. Com (International Business) & M. Com (Financial Analysis). Under Business Administration it offers BBA, BBA (Entrepreneurship) and BBA (Professional- Finance and Accountancy). Under Arts it offers BA (English, Communicative English and Psychology) and Under Science it offers B.Sc (Economics, Mathematics and Data Analytics). The college also offers five one-year Post Graduate Diploma programmes.

OBJECTIVES

- i. Build Management Expertise – Develop integrated knowledge and practical skills across key management functions.
- ii. Enable Career Transition – Provide opportunities for learners to explore and transition into new areas of study and career.
- iii. Enhance Professional Competence – Upgrade knowledge and skills in line with evolving industry requirements.
- iv. Support Higher Education – Provide a strong foundation for pursuing postgraduate and master's degree programmes

I. ELIGIBILITY FOR ADMISSION:

Candidates who have completed Graduate Programme of any recognized university and have secured passed with at least 50% of mark in the aggregate of all core papers/courses studied in the qualifying examinations are eligible for admission into this programme. Admission will be based at the discretion of the Admission Committee.

II. DURATION OF THE PROGRAMME:

The programme of the study is One (1) year of Two (2) semesters. A candidate shall complete his/her degree within Two (2) academic years from the date of his/her admission to the first semester.

III. MEDIUM OF INSTRUCTION:

The medium of instruction shall be English.

IV. ATTENDANCE:

A student shall be considered to have satisfied the requirement of attendance for the semester, if he/she has attended not less than 75% in aggregate of the number of working periods in each of the courses compulsorily. A student who fails to complete the PROGRAMME in the manner stated above shall not be permitted to take the end semester examination.

V. TEACHING AND EVALUATION:

M.Com/MBA/MFA/MBS/Ph. D graduates with B. Com/BBA/BBS as basic degree from a recognized university with a relevant industry experience are only eligible to teach and evaluate the courses.

VI. EVALUATION SYSTEM:

Evaluation for PG programme consists of two components, viz. Continuous Internal Assessment (CIA) and End Semester Examination (ESE) with the weightage of 50% and 50% respectively. Continuous Internal Assessment (CIA) includes 20 Marks from assignments, 20 Marks from Mid-Term Test and 10 Marks from attendance. 20 Marks Assignments will be gathered from a minimum of two assignments ascertained through the exercises administered by the teacher such

as Surprise test / quiz / business case analysis/ Assignment / Presentation/ Research Project/ Research article/ Seminar etc. 20 Marks will be gathered by the student through the centrally conducted Mid-Term Test by the Controller of Examination's Office, related nitty-gritties such as date, time and venue shall be notified by the department.

Attendance Percentage Marks Awarded

96% – 100%	10 Marks
91% – 95%	8 Marks
86% – 90%	6 Marks
81% – 85%	4 Marks
76% – 80%	2 Marks
Up to 75%	0 Marks

Each teaching faculty is required to maintain a record of the Continuous Internal Assessment (CIA). Under the PGD programme, a student must score a minimum of 40% (i.e., 20 Marks out of 50 Marks), in the CIA, besides 75% attendance, to be eligible for End Semester Examination, which is 12 marks through CIA.

The End Semester Examination will be conducted at the end of each semester. The duration and maximum marks for the End Semester Examination is 3 hours and for 100 marks.

VII. MINIMUM FOR A PASS:

A PGD student must get a minimum of 40% marks in the ESE (40 on 100) and 50% aggregate in CIA & ESE (50 on 100) for a pass in each course.

VIII. PATTERN OF QUESTION PAPER:

Question Paper Pattern: (3 Hours duration, Max. Marks: 100)

Section A	Analytical questions	5 Marks x 7 Questions	35 Marks
Section B	Essay questions	15 Marks x 3 Questions	45 Marks
Section C	Compulsory questions / Case Study	20 Marks x 1 Question	20 Marks
Total Marks			100 Marks

PROGRAMME EDUCATIONAL OBJECTIVES

After undergoing the PGDMM Programme, the student will be able to:

PEO 1: Develop managerial competencies and interdisciplinary knowledge
necessary for effective decision-making, leadership, and innovation in diverse business environments, with a strong foundation in ethical and socially responsible practices
PEO 2: Pursue advanced career opportunities or higher education
by engaging in continuous professional development, adapting to evolving technologies and global trends, and contributing meaningfully to organizations and society.

PROGRAMME OUTCOMES (PO'S)

PO1: Disciplinary and Inter - disciplinary Knowledge
Demonstrate the understanding of relevant business, management, and organization knowledge, both academic and professional, in line with industry standards.
PO2: Decision making competency
Apply underlying concepts, principles, and techniques of analysis, both within and outside the discipline to generate all the possible solutions and picks one that shows their understanding of the problem and the outcomes.
PO3: Integrated problem-solving and Research
Analyze how parts of a whole interact with each other to produce overall outcomes in complex systems by analyzing key managerial issues in a particular industry or company and propose appropriate managerial solutions to the situation.
PO4 Critical thinking competency
Evaluate evidence, arguments, claims and beliefs by using right type of reasoning as appropriate to the situation and analyze how parts of a whole interact with each other to produce overall outcomes in complex systems.
PO5 Creative thinking competency
Develops, implements and communicates new and worthwhile ideas using both incremental and radical concepts to make a real and useful contribution to their work.
PO6: Usage of Modern Technology and Tools
Use tools and technologies of digital nature, communication/networking tools and social networks appropriately to access, manage, integrate, evaluate and create information to successfully function in a knowledge economy
PO7 Leadership and team work

Develop a vision, translate that vision into shared goals, and effectively work with others to achieve these goals.
PO8 Ethical Conduct & Sustainability Practices
Act responsibly and sustainably at local, national, and global levels
PO9 Collaboration & Networking Competencies
Act responsibly and sustainably at local, national, and global levels
PO10 Self-directed and Life – Long learning
Establish goals and monitor progress toward them by developing an awareness of the personal, environmental and task-specific factors that affect attainment of the goals.

Programme Specific Outcomes (PSO's)

PO11: Strategic Marketing and Brand Management Proficiency
Apply strategic thinking and integrated marketing communication tools to design and implement effective branding, promotion, and positioning strategies that align with consumer behavior insights and business objectives
PO12: Data-Driven Sales and Distribution Intelligence
Utilize marketing analytics, sales forecasting, and distribution planning techniques to optimize product placement, customer engagement, and decision-making in competitive and evolving marketplaces.

PROGRAMME STRUCTURE – PGDMM

I SEMESTER

Paper No.	Title of the Paper	Marks		Total Marks	Credits
		CIA	ESE		
P321101	Management Process	50	50	100	4
P314102	Human Resources Management and Organizational Behavior	50	50	100	4
P321103	Business Ethics and Corporate Governance	50	50	100	4
P321104	Marketing Management	50	50	100	4

II SEMESTER

Paper No.	Title of the Paper	Marks		Total Marks	Credits
		CIA	ESE		
Marketing Management (PGDMM)					
P323MM201	Strategic Brand Management and Marketing Communications	50	50	100	4
P324DSMH203	Data Science Applications – Marketing, Sales And HR	50	50	100	4
P314MM203	Consumer Behaviour	50	50	100	4
P314MM204	Product Sales and Distribution Management	50	50	100	4

